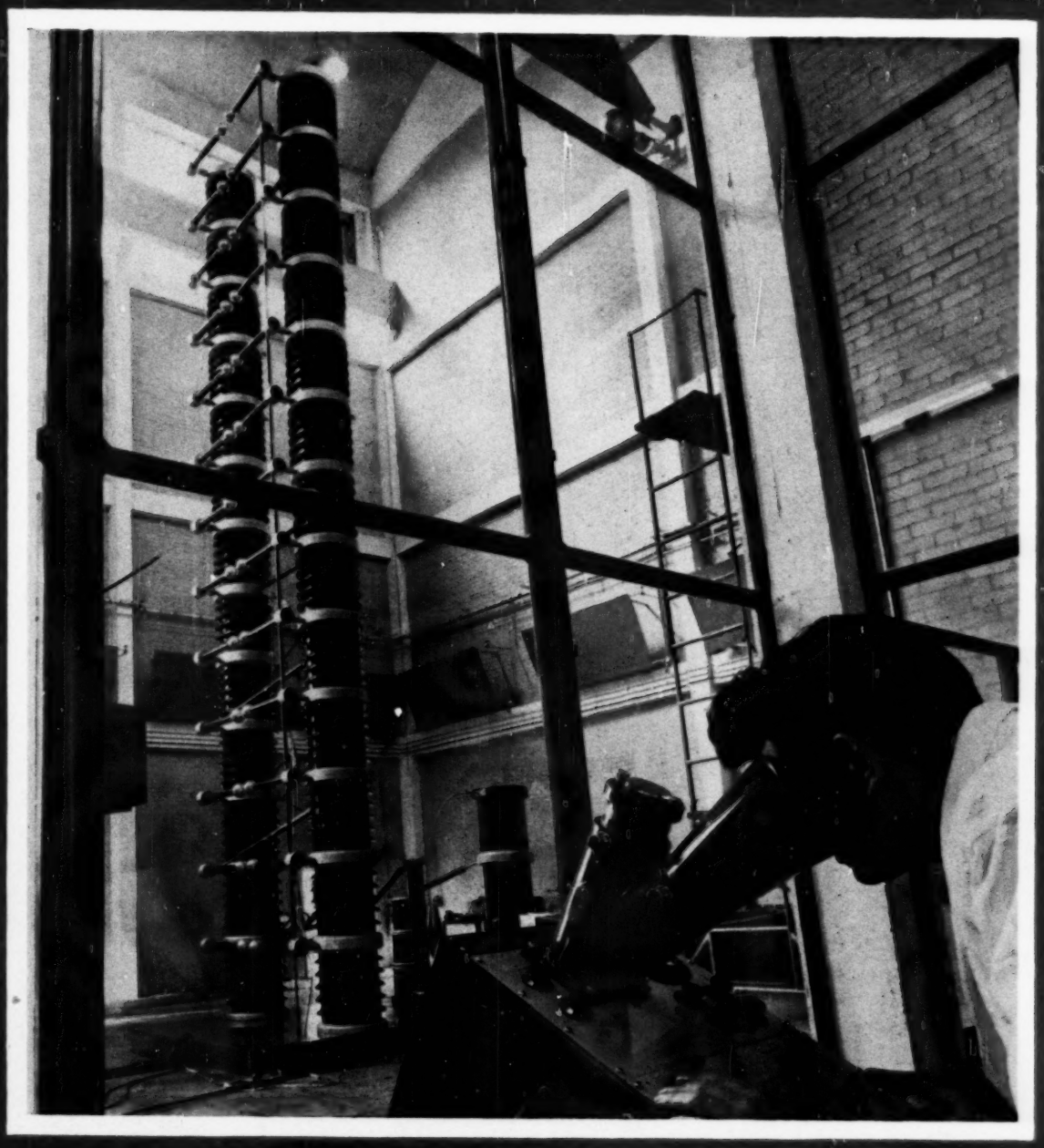
Board of Trade Journal

Volume 184, No. 3448 19 April 1963



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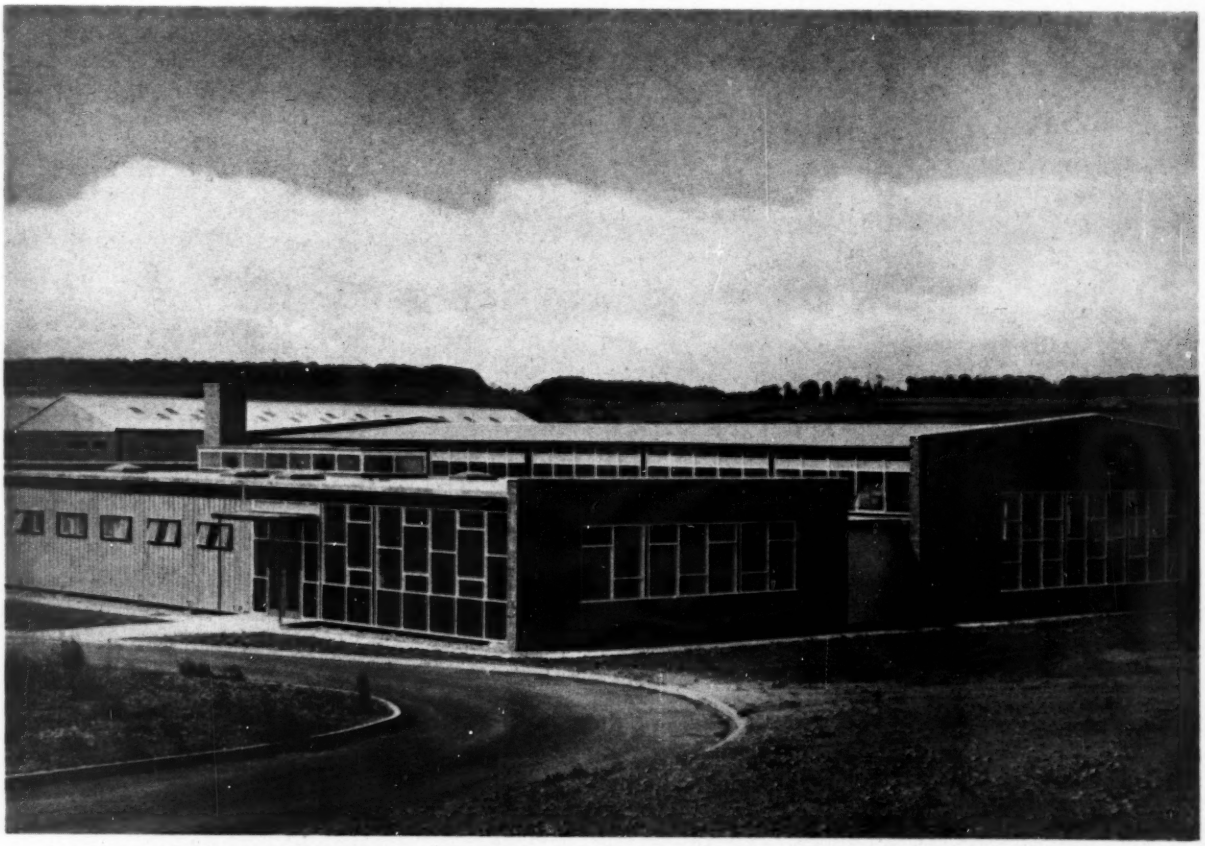

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Board of Trade Journal

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East-West Trade Policy in Perspective

The following speech on East-West trade was made in London recently by Mr. Frederick Erroll, President of the Board of Trade. In view of the continuing interest in this subject the text is reproduced in full.

FIRST, we must all recognize a simple truth – which some of those who urge us to make a dramatic increase in East/West trade often fail to realize – or don't want to understand. It is, broadly speaking, that bloc countries buy only what their planners want to buy, and sell only what they want to sell, or have available, in order to earn the foreign exchange they need. A bloc country works to a plan and they plan in detail what they want to buy and what they want to sell. They trade through state trading organizations; their overseas trade is a state monopoly; and their trading policy is based on physical planning and on an arbitrary cost structure.

In the Soviet scheme of things, they do not open their doors to the free enterprise and initiative of our manufacturers, merchants, and exporters, and they prevent them from competing openly or freely with their own domestic producers. Nor do they allow a free consumer demand to choose on price, quality and design, regardless of country of origin, as we do in this country.

In order to preserve the state monopolies and to see that excessive pressure is not put on the officials of the corporations, the bloc countries see to it that our salesmen are not able to make their own contacts, even with the State enterprises that will be using the plant and machinery.

All the deals and all the negotiating have to be done through the corporations. Of course the officials of these corporations do not operate without guidance. On the contrary, they get detailed instructions from the State planning organizations about what they are to buy and when. Many of them are experts in their own subject, skilled and tough negotiators, but their job is a limited one.

They simply have to make the best bargain they can within the limits of their instructions. It is no use convincing an official that your machine is the best in the world and that it would save countless man hours to the Russian or other bloc economy; he won't be interested. He will only want to know about the goods on his purchasing list. The people who may be interested in knowing about the merits of our advanced machinery and our technical know-how are in the planning organization, but it is a great deal more difficult to get in touch with them than with the corporations.

All of this is very inflexible and frustrating to our firms who, of course, are used to the sales practice of a capitalist society in which every individual and every firm can deal direct with foreigners as a matter of course. Nevertheless, an important section of British industry has made a point of trading behind the Iron Curtain and they have had some conspicuous successes.

In 1958 – the last year before we signed the Russian Trade Agreement – our exports to the Soviet bloc amounted to £45 million. Last year they went up to £110 million – that is more than double in 5 years. But to get this trade in perspective, I should remind you that even now we buy barely 3 per cent. of our imports from the bloc countries and we sell them rather less than 3 per cent. of our total exports.

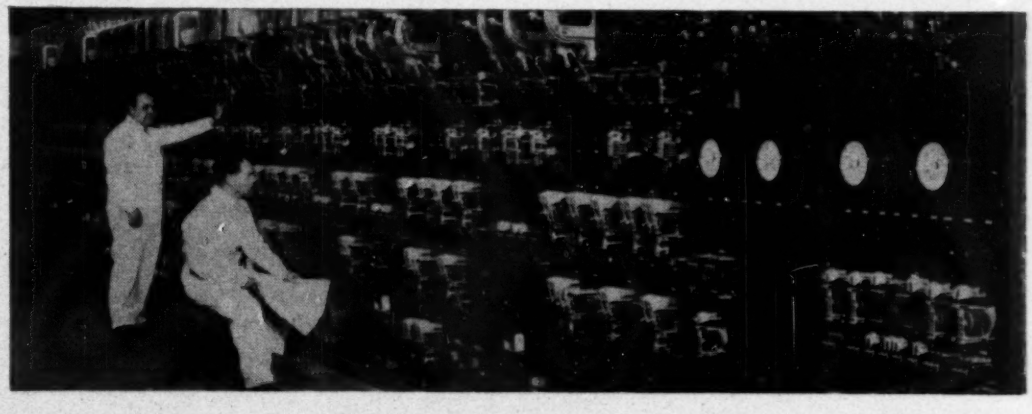
So much for the figures. As to the policy to be followed, we get advice from two vigorously opposed schools of thought.

According to one of them the bloc countries use trade mainly as a political weapon; trade with the bloc is dangerous and we should have as little to do with it as possible; it strengthens our enemies for economic warfare; the argument continues that it enriches them for making trouble in uncommitted countries; and it gives them opportunities for upsetting domestic and friendly producers by uneconomic and disruptive competition.

They think that if the trade cannot be stopped altogether it should be drastically reduced and rigorously controlled by Governments. I must admit that there are some very respectable authorities for saying that the Russians and their friends use foreign trade mainly as a political weapon. Marx sanctioned it; Lenin practised it; and even Mr. Khruschev feels obliged to make genuflections in the direction of a doctrine with such respectable sponsors. But, on this subject, as on so many others, may not Russian statements be at variance with their practice? This also, after all, is a sound Marxist principle.

I believe it is better for us to deal with the Russians as we find

EQUIPMENT FOR THE SOVIET UNION



This open type d.c. contactor switchboard for the Harland Engineering Company has been built at the Bedford works of Brockhirst Igranic for a liner board mill in the U.S.S.R.

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Front Cover Photograph

The recent opening of a new research block by South Wales Switchgear at their Blackwood works means that powerful impulse generators can now be tested in the firm's own works instead of being shipped to Holland for testing. Our picture shows a new 2,100,000 volt impulse generator designed and constructed by the firm's technical staff receiving its first tests.

East-West Trade Policy in Perspective (*Continued*)

them and not as they say they are. Of course, it is possible for the Soviet Union – even if it is not readily possible for the other bloc countries – to use their trade to make trouble for the West.

If they dumped their goods vigorously enough, undoubtedly they could put some western producers out of business and they could play havoc with the organized commodity markets which are an important part of the economic machinery in the City of London and elsewhere. Undoubtedly, also, they could use their earnings for political activities in uncommitted countries. But in practice this is not what happens.

Our experience is that the Iron Curtain countries want the best price they can get for their goods. In the last few years there have been only a handful of well-founded cases of dumping by bloc countries, and in these cases the countries concerned have usually agreed to drop the practice complained of when we insisted on their doing so.

In this respect their trading record is no worse than that of our closest friends. Moreover, our experience is that they want to spend their earnings on goods which the Soviet and satellite economies urgently need for their economic development. Broadly, their first preference is heavy capital plant; usually of a type incorporating great technical skill and advanced know-how, but they are also traditional purchasers of certain sterling raw materials such as rubber and wool.

Taking the Sterling area as a whole, the bloc countries buy more from us than they sell and have to settle the balance out of their reserves. This does not suggest that they are treating the operation as disruption, or an aspect of economic warfare. But there is more to it than this. We accept that trade with the Iron Curtain countries benefits them; but it also benefits us. It is an advantage to our importers of timber, grain, furs, wood pulp, metals and a range of other products to be able to draw on sources of supply behind the Iron Curtain. Indeed our importers would not buy these products if this were not so. The bloc suppliers in fact provide valuable competition for free world suppliers, and if we refused to take their products, we should probably find that world prices on the whole were raised against us. It is only sense for us to go on buying our raw materials and basic foodstuffs from them.

On the export side, the contracts which we secure from bloc countries are good business for some of our capital goods industries. If they are to produce efficiently and sell competitively, it is important for them that home and export demand should as far as possible complement one another.

It may so happen, as is happening now, that the demand of Soviet Bloc countries for capital equipment comes at a time when investment in the United Kingdom or in our traditional markets is at a low point. It would not make sense to prevent our manufacturers of, for example, chemical plant, machine tools, electrical machinery and textile machinery from selling in Eastern Europe. This does not mean that I intend to let the bloc countries get away with spending none of their earnings on our consumer goods. I shall go on insisting that fair and proper provision must be made for these in our trade agreements but, predominantly, our exports will be in the capital field.

As a matter of pure economics, I am sure that East-West trade benefits many sections of the British economy and I hope this will long continue. I also believe that East-West relations as a whole benefit from trade across the Iron Curtain. I do not want to over-state this; I am not suggesting that the fundamental differences between us can be overcome because we do business with each other; obviously they can't. But I do suggest that the more our businessmen make contact with their opposite numbers – whoever they may be – in Russia and the satellites the less likely will an atmosphere of intense suspicion be maintained about the motives of the Western Alliance. The more the Russians and their friends see us, the more difficult it will be for their regimes to keep up the myth of an embattled aggressive Western Alliance.

In the long run, I hope that the steady development of commercial contacts and exchanges will be one step in the process of 'normalization' of relations between the bloc and the West. As Sir Winston Churchill said in 1954:

> 'There is one agency, at any rate, which anyone can see, through which helpful contact and association can be

East-West Trade Policy in Perspective (*Continued*)

developed. The more trade there is through the Iron Curtain, and between Great Britain and Soviet Russia and the satellites, the better will be our chances of living together in increasing comfort. The more the two great divisions of the world mingle in the healthy and fertile activities of commerce the greater is the counterpoise to purely military calculations. Other thoughts take up their place in the minds of men.'

These are the points, both economic and political, that I put to the American Administration when I was in Washington in March. I cannot claim that they were wholly convinced. The Americans see the problem differently. Their views are sincerely held not only by the Administration, but by the public at large. We respect their views and we respect their reasons for holding these views. Equally we ask them to understand our views, to recognize why the differences exist and be ready, as I am today, to put both sides into public debate.

I did of course impress upon them that the British are a nation of traders and that our whole prosperity depends – as theirs never has – on the maintenance and growth of a broadly based international commerce. Less than 5 per cent. of the United States national income is accounted for by exports, whereas the figure for us is over three times as much.

I have been talking so far about what I might call the view of the 'restrictionist' school. We do not find their arguments convincing.

British trade with the Soviet Union represents only 2 per cent. of its total imports; and imports from the West represent only 3 per cent. of that country's gross national production. If the whole of it were cut off, it would hardly inflict any serious damage on the bloc. Indeed, it would have little more than nuisance value. Of course, a complete embargo is quite out of the realm of practical politics, but these figures do perhaps serve to illustrate the limits of any attempt to injure them.

At the other end of the scale from the 'restrictionists' are a group whom I might call the 'expansionist' school. These people despair of expanding our trade with our friends and allies of the free world and believe that we should commit ourselves through a series of long-term agreements to a great development of commerce with the countries behind the Iron Curtain. The supporters of this theory have redoubled their efforts since the breakdown of the negotiations of our entry into the European Economic Community.

They argue that the increasing discrimination against our goods in Western Europe means that we must find new outlets for our industries and particularly for the capital goods industries. The bloc countries, they suggest, are a heaven-sent solution to our problems. They provide an unlimited potential market, since their development programmes are formulated in quite astronomical

The despatch of the final part of an order for 1,750 gallons of Pitan Chlorinated rubber paint for Hungary from the Gillingham Works of Allweather Paints Ltd. The paint is to be used on a 221,000 sq. ft. prefabricated cotton textile mill.

Nine sets of EMI Vibration testing equipment have been ordered as part of a large contract negotiated with the USSR by Pye-Ling Ltd. Each set of equipment consists of a vibration generator and associated field equipment. The vibrators, seen during a final stage of assembly, are mounted in trunnions and equipped with special de-gaussing units.

figures, and it only requires the agreement of the Government to ensure enormous orders, which would solve the unemployment problem throughout the country.

This is a little starry-eyed. As I have said earlier, Britain's exports to the Sino-Soviet Bloc as a whole – perhaps one-third of the whole world's population – are only worth about £120 million. This is a mere 3 per cent. of our total sales abroad.

Compare this with our exports to Western Europe – £1,350 million last year. I cannot accept the theory that the failure of the Brussels talks means that Western Europe is closed to us. Quite the reverse. Our traders have made the most of their opportunities there in spite of the tariff discrimination against us, and their success in these markets has been one of the most remarkable and encouraging things about our economy in the last year or two.

I know that these efforts will continue and we – the Government – intend to go into the Kennedy Round on tariff negotiations in the GATT – the General Agreement on Tariffs and Trade – determined to achieve a significant reduction of tariff barriers all round.

There is, therefore, no question of our deciding to trade with Eastern Europe rather than Western Europe. Our main trading partners will always be in the free world. But we do, of course, want our trade with the bloc countries to expand. Year by year we have negotiated increased quotas in both directions, and we have seen an increasing trade in those goods which can be bought and sold outside the terms of our trade arrangements.

A major limitation of our trade with the bloc countries is set by the amount they are able to sell to us. This is a point to which the expansionists do not give enough weight. Many things which we buy – the raw materials and the basic foodstuffs – are subject to no restriction and traders in this country buy what they want. Prices and quantities are determined solely by the capitalist laws of supply and demand. If the bloc countries want to sell more, it is up to them to make their terms more attractive, though we shall expect them to have a proper regard for the interests of other traditional suppliers.

But in the national interest, we do have to impose very strict

East-West Trade Policy in Perspective (*Continued*)

limits on our imports of two kinds of products; these are oil and agricultural goods. We do not take oil from Soviet Bloc countries because the United Kingdom is itself, through its oil companies, a major supplier and exporter of oil. The oil companies have invested enormous sums in the industry, they purchase substantial quantities of equipment and materials in this country, and they make an important contribution to our balance of payments.

At present there is a world surplus of oil and it is not in our interest to import large quantities of oil from this new source when our own oil companies have plenty to sell. The Russians for their part refuse to buy British oil – so why should they expect us to buy theirs? In the same way Sweden does not buy timber from Russia; and the Russians do not insist that they should do so.

We have, however, agreed to consider on its merits a firm Russian proposal – if they make one – to place substantial orders with our shipyards even though this might involve importing a limited quantity of Russian oil in part payment. But this does not alter our general conclusion that it is better for us to depend on oil from Western sources.

On agricultural produce, again the problem is essentially one of surplus production. Our traditional suppliers in the Commonwealth and our partners in EFTA as well as the British farmers, are well able to supply nearly all the food needs of our people. We cannot, therefore, take unlimited quantities of bacon from Poland, or butter from Hungary, or fruit from Roumania. If we did, we should be damaging the markets of our traditional suppliers and friends, and depriving them of the means to pay for the goods they buy from us.

I hope to provide regular increases in the opportunities the Iron Curtain countries have for selling agricultural and other goods to us. But the bulk of our supplies will continue to come from traditional sources and we cannot pretend that the trade of bloc countries in these goods will increase on more than a modest scale.

I have tried to set out the problems which face us as a Government and which face our businessmen when we trade with the Soviet Bloc. I have also tried to represent the conflicting advice that is offered to us over this trade.

What then is the conclusion we as a Government draw from these facts? What is our policy? The answer, I think, is that we intend to conduct our trade as a capitalist free enterprise economy should in dealing with a group of State monopolies. We have established a framework of agreements within which trade can grow.

These provide the essential safeguards for dealing with State trading countries. Since these countries are not subject to the discipline of the free open market, they could sell at prices which might disrupt our industries or unduly damage our traditional suppliers. As I have said earlier, they do not normally do this, but it is always possible for them to change their minds or even to make a mistake; and the danger is that once they have embarked on this kind of policy, it might be difficult for them to reverse the operation.

We must therefore retain certain safeguards to enable us to control the level of imports. These controls are also important for another reason. In free market economies we know that our goods will sell on their merits in competition with other foreign suppliers and – subject to tariffs – in competition with domestic production. The whole of British foreign trade has been built up on this basis. But where foreign trade is the monopoly of a State planning system we have no assurance that our goods will obtain entry at all.

So in order to obtain facilities for our goods we negotiate, year by year, an exchange of quotas which enable our importers and exporters to do business on a fair and equitable basis with their partners in the Iron Curtain countries. Those who urge us to liberalize our imports from bloc countries fail to realize that we would require true reciprocity, namely, liberalized exports to them.

There is one permanent limitation which I must mention. This concerns the international embargo that the Western Alliance has agreed to impose on the export of strategic goods to the Iron Curtain countries. Controls on this list of goods are essential for our security, and we shall of course stick to it. The list was vigorously pruned four or five years ago and does not prevent the development of a broadly based commerce with the Soviet Bloc countries.

I should like to end by saying a word of tribute to those who have pioneered and developed the markets in Iron Curtain countries in the last eight or ten years. They have had to face unfamiliar problems and they have had to put up with intense frustration.

They have had to learn a new technique of salesmanship in unfamiliar and sometimes hostile surroundings. They have been able to do little or no advertising and most of the sales promotion has had to be done at secondhand, since our people have rarely been able to get in touch with the directors and technicians who will ultimately be using their goods.

By their skill and inventiveness our technicians and manufacturers are matching the technological challenge of today. By their resource, ingenuity – and indeed patience, our salesmen and industrialists are making a determined and successful entry into the markets of the Soviet Bloc. I wish them every success for the future.

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Local Employment Bill 1963

THE LOCAL EMPLOYMENT BILL referred to by the Chancellor of the Exchequer in his Budget speech on April 3 was published on April 10. The President of the Board of Trade gave more details about the proposals when he spoke in the Debate on April 4 (see *Board of Trade Journal*, April 12, page 830).

The Bill extends and amends the Local Employment Act 1960 by giving to the Board of Trade power to make fixed grants in respect of plant and machinery and by providing a different method of calculating the amount of building grants under section 3 of the 1960 Act. The Bill also enables the Board of Trade to fulfil certain agreements in localities when they have ceased to be development districts.

Clause 1 gives the Board of Trade a new power to make grants to industrial undertakings towards the cost of providing plant and machinery which will further the purposes of the 1960 Act by providing employment for the benefit of a development district. The grant is fixed at 10 per cent. of the cost of the acquisition incurred on or after April 3, 1963. Grants will be subject to conditions for ensuring that the plant and machinery will continue to be used for the purposes of the 1960 Act.

Clause 2 amends section 3 of the 1960 Act, which empowers the Board to make building grants to persons providing buildings or extensions in development districts. The Clause provides for grants to be made at the fixed rate of 25 per cent. of the cost of the building or extension, or of adapting an existing building, excluding expenditure which in the opinion of the Board of Trade exceeds that which is reasonably necessary for the purposes for which the building is required. This replaces the formula laid down in sections 3 (2) of the 1960 Act, whereby the grant was fixed at 85 per cent. of the amount by which the estimated cost of providing a building of the size required by the applicant and reasonably suitable for his purposes exceeded its current market value. The amendment will apply to grants for which applications have been made before the Bill is enacted, except those upon which a grant was offered before April 3, 1963.

Clause 3 extends section 14 of the 1960 Act by enabling the Board, when a locality ceases to be a development district, to provide buildings or carry out works in respect of which an agreement has been made before the date when the area ceases to be a development district.

Expenditure under the Bill will depend on the volume of investment in buildings and plant and machinery for the promotion of employment in development districts. It is impossible to make any meaningful estimate of the amount of the charge on public funds.

Speaking in the Budget Debate on April 4, the President of the Board of Trade said that the new grants would not replace other benefits under the Local Employment Act, which would continue.

New £1½ million Factory in North-East

A NEW £1½ million factory, now being erected for Airscrew-Weyroc Limited at Hexham, in the Tyne Valley, will be one of the most up-to-date wood chipboard plants in the world, the company claims.

When it opens in about a year's time the factory will provide jobs for about 300 skilled and unskilled workers. In addition, it will indirectly provide employment for several hundred more workers in the Forestry Commission's 65,000-acre plantation and privately-owned forests in the Tyne Valley, and in the transport services in the area delivering wood and timber residues to the factory.

National Economic Development Council Report

THE NATIONAL ECONOMIC DEVELOPMENT COUNCIL met in London on April 5 under the chairmanship of the Chancellor of the Exchequer. The Council discussed past trends in exports and future possibilities in relation to the growth objective.

The Council also authorized the publication of a report on 'Conditions Favourable to Faster Growth' to be published on April 18.

The Council is to meet again on May 1.

New Programme for Advance Factories

MR. JOHN HARE, Minister of Labour, announced in the Budget debate on April 8, on behalf of the President of the Board of Trade, that the Board of Trade will build thirteen small advance factories in areas of high unemployment. The locations and sizes of the factories will be:

	Area in sq. ft.
Northern England	
Aycliffe	10,000
Blyth	10,000
Stockton-on-Tees	10,000
West Auckland	10,000
West Hartlepool	10,000
Workington	10,000
Scotland	
Port Glasgow	10,000
Kilwinning	15,000
The Calders	10,000
The Fraserburgh and Peterhead area, two of	7,500
Wales	
The Milford Haven area	20,000
The Bangor area	10,000

Notes:

These factories are additional to those announced by the President of the Board of Trade in July and November last. The 1962 programme was for seven factories in North East England, eleven in Central Scotland and one in Wales. The six English factories will be of a standard design and will be built on land already owned by the Board of Trade, in most cases on existing industrial estates. The sizes of factories in Scotland and Wales have been varied to take account of local needs. The factories at Port Glasgow and Kilwinning will be built on the industrial estates in those towns.

Industrial Building in the First Quarter, 1963

PROVISIONAL figures of building projects – new buildings, extensions to existing premises and existing buildings turned to industrial use – for which industrial development certificates were issued during the first quarter of 1963, together with comparative figures for other periods, are as follows:

	Number of Schemes	Total Area (millions square feet)
Great Britain:		
1960 2nd Quarter	1,047	24·1
3rd Quarter	792	22·3
4th Quarter	696	18·2
1961 1st Quarter	668	18·0
2nd Quarter	680	14·3
3rd Quarter	618	12·2
4th Quarter	512	11·8
1962 1st Quarter	485	10·3
2nd Quarter	491	9·5
3rd Quarter	437	9·0
4th Quarter	474	8·5
1963 1st Quarter	469	9·3
Standard Regions:		
1963 1st Quarter:		
Northern	28	0·7
East and West Ridings	46	0·8
North Midland	32	0·7
Eastern	49	1·1
London and South Eastern	49	0·7
Southern	36	0·6
South Western	22	0·5
Wales	29	0·8
Midland	73	1·2
North Western	60	1·3
Scotland	45	1·0

The figures relate to schemes for both manufacturing and non-manufacturing industry approved during the periods stated. They differ from the figures for periods before April 1, 1960 (the operative date of the Local Employment Act) and from those in the *Monthly Digest of Statistics* and in *Economic Trends*, which relate to schemes for manufacturing industry only.

Inquiries on these figures should be addressed to the Distribution of Industry and Regional Division, Board of Trade, Horse Guards Avenue, London, S.W.1.

British Ambassador Visits Aeronautical Works

Sir John Ward (wearing glasses), H.M. Ambassador at Rome, seen in the aeronautical section of Alfa Romeo during his recent official visit to Naples. Since 1959 these workshops have overhauled some 350 Rolls-Royce aero-engines. Maintenance is also carried out on Lucas fuel and electronic systems. Rolls-Royce spares are used at a monthly rate of £70,000 and it is expected that the firm will overhaul 210 aero-engines this year. Sir John was conducted round the works by Dr. Ing. Sassi of Alfa Romeo and Mr. Stephen, a Rolls-Royce technical consultant seconded to the firm.

FBI Report on South America's Southern Six

WITH the failure of the Brussels negotiations there is a growing need for British industry to expand into other markets. The Federation of British Industries has published a report on six potential markets in South America: Argentina, Bolivia, Brazil, Chile, Paraguay and Uruguay, following a recent visit by Mr. A. C. McKechnie, Head of the FBI Latin American department to the six countries.

The report, although it recognizes the difficulties involved, urges a closer study by industry of local markets and their requirements, and an increase in the amount of information about British products for dissemination to them.

British goods and business methods are favourably regarded in South America, and the opportunities to sell British should be turned to better account by industry.

A foreword to the report says that while a number of British firms are well aware of the actual and potential importance of these rapidly developing countries and are exerting themselves to meet the somewhat exacting conditions prevailing, more could be achieved there by British industry in general by closer study of and attention to the area's needs. The report expresses the hope that it will stimulate members to undertake the specialist studies which are a necessary prerequisite for successful operation in this potentially valuable group of markets.

Copies from FBI, 21, Tothill Street, London, S.W.1. Price 12s.

Technical Publications Exhibition

A THREE-DAY conference and exhibition entitled 'Publications for Industry', to be held at the Production Engineering Research Association, Melton Mowbray, from June 25-27, will provide an opportunity for every type of organization to study many of the latest developments associated with the quality production of technical publications. Among the many topics to be discussed are recent advances in printing and printing machinery, process engraving, the comparative cost of letterpress and lithographic printing, colour printing, and the increasing use of small offset lithographic machines. Papers to be presented at the conference will deal with the writing, illustration and printing of instruction books, workshop manuals, maintenance handbooks, spares lists, house journals, sales brochures and other technical publications. The conference will be combined with an exhibition of equipment used at all stages in the preparation and production of printed material.

Further information and applications to attend or to exhibit can be obtained from Conference Organizer, PERA, Melton Mowbray, Leicestershire.

European Metal Industries and EFTA

MEANS for further developing economic co-operation within EFTA and with the rest of the world were discussed at a meeting at EFTA headquarters in Geneva on April 8. Members of the EFTA liaison group ORGALIME (Organization for liaison between the Metal Industries of Europe) had talks on this subject between themselves and with Mr. F. E. Figgures, Secretary-General of EFTA. The elimination of drawback and fiscal duties within the EFTA were also on the agenda.

Representatives from EEC metal industries took part in the meeting, in accordance with the rules of ORGALIME.

Official Receiver Appointments

MR. JOHN FRANCIS O'REILLY has been appointed Official Receiver for the Bandruptcy District of the County Courts of Dudley, Hereford, Kidderminster, Leominster, Stourbridge, Walsall, West Bromwich, Wolverhampton and Worcester.

The appointment of Mr. Walter Harold Haigh as Official Receiver for the Bankruptcy District of the County Courts of Dudley, Hereford, Kidderminster, Leominster, Stourbridge, Wallsall, West Bromwich, Wolverhampton and Worcester has been revoked.

Mr. Philip William Nunn has been appointed Official Receiver for the Bankruptcy District of the County Courts of Swansea, Aberdare, Aberyswyth, Bridgend, Carmarthen, Haverfordwest, Merthyr Tydfil, Neath and Port Talbot.

The appointment of Mr. John Lewis Williams as Official Receiver for the Bankruptcy District of the County Courts of Swansea, Aberdare, Aberystwyth, Bridgend, Carmarthen, Haverfordwest, Merthyr Tydfil, Neath and Port Talbot has been revoked.

The appointments and revocations came into effect on April 16.

Change of Address of the Official Receiver in Bankruptcy at Cambridge

THE BOARD OF TRADE Insurance and Companies and Bankruptcy Departments Official Receiver in Bankruptcy at Cambridge will remove from 41 Sidney Street, to 49 Bateman Street, Cambridge on April 25. The telephone number Cambridge 53930, will be unchanged.

Advertising's Role in the National Economy

LORD ROBENS, Chairman of the National Coal Board, and Lord Netherthorpe, Chairman of the British Productivity Council, will address the thirtieth annual conference of the Advertising Association to be held in The Dome, Brighton, May 16 and 17.

Among important questions which will be asked and answered at the Conference are: How can advertising help in the vital task of promoting Britain's exports? How can it contribute towards increased national productivity? What is its role in the economic and social life of the country?

Buyers' Guide to British Diesel Engines

A Buyers' Guide to all the diesel engines in current production in the United Kingdom, including those made under licence, has been published as a supplement to the April issue of *Oil Engine and Gas Turbine*. It contains standard tabulated data on every engine regardless of its application. Copies: Temple Press Ltd., Bowling Green Lane, London, E.C.1. Price 2s. 6d. (post free).

Britain and the Common Market

The text of a Europe House lecture by Barbara Ward on 'Future Policies for the West – A Reappraisal' has been published as Europe House Paper 10 by Britain in Europe Ltd., 43, Parliament Street, London, S.W.1. Price 3s. 6d.

£30m. Contract in Caribbean for GEC

A £30 million contract to build and instal thermal and hydro-electric power stations in the Dominican Republic has been won by the General Electric Co. Ltd., of England. A spokesman for the firm says it represents a major breakthrough for Britain into the Caribbean market. Electricity distribution systems, water supplies, port facilities and associated civil work will, it is anticipated, bring the final value of the projects to £56 million. The contract followed the visit in February this year to Santo Domingo, of Mr. R. N. Millar, Managing Director (Technical) GEC.

Chinese Trade Goodwill Mission Complete their Tour in Britain

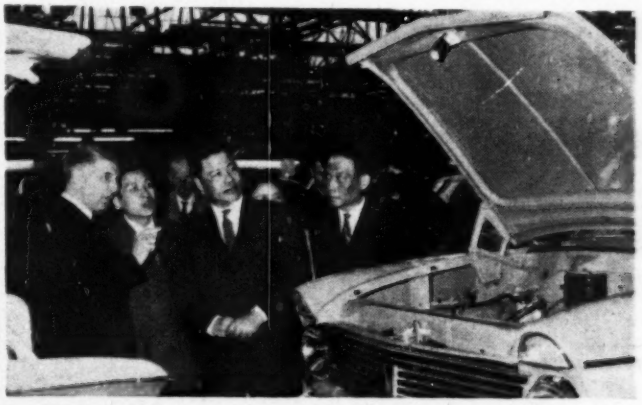
Mr. Lu Hsu-chang, Vice-Minister of Foreign Trade of the People's Republic of China, who has been in Britain for the last three weeks on a goodwill visit as guest of H.M. Government, paid a final call on Mr. Frederick Erroll, President of the Board of Trade, on April 11. Mr. Lu expressed his thanks for the arrangements that had been made for him during his stay in Britain and for the opportunities that had been afforded to him to see something of the industrial development of Britain. The President took the opportunity to accept in principle an invitation, conveyed earlier by Mr. Lu from Yeh Chi Chuang, Minister of Foreign Trade of the People's Republic of China, for the President to visit China. A date has still to be arranged for Mr. Erroll's visit. Both Ministers agreed that there were substantial opportunities for the development of Sino-British trade which could profitably be explored by the British and Chinese trading interests concerned. A speech on East-West trade made in London recently by Mr. Frederick Erroll, President of the Board of Trade, is reproduced in full. (*See page* 869)

THE CHINESE trade goodwill mission, headed by Mr. Lu Hsu-chang, continued their intensive tour of Britain, with particular emphasis on industrial achievements (see *Board of Trade Journals* of April 5 and April 12 for accounts of the first and second weeks of their tour).

On April 4 the delegation made their first visit to a motor vehicle manufacturing plant when they visited the Rootes works at Ryton-on-Dunsmore. On April 5 continuing their tour of Britain's automotive industry they visited Massey-Ferguson Ltd., at Banner Lane, Coventry, the afternoon being spent at the food processing plant of Marsh & Baxter Ltd., Castle Bromwich.

The following day, April 6, they drove back to London along the M.1 Motorway and on April 7 they travelled to South Wales.

On April 8 they visited the Trostre tin-plate works of the Steel Company of Wales Ltd. at Llanelly, and their steel rolling mill at Port Talbot in the morning and Guest Keen and Nettlefolds (South Wales) Ltd. works at Cardiff in the afternoon. On the morning of April 9 Mr. Lu had a discussion with Mr. Alan Green, Minister of State at the Board of Trade, about what he had seen and about future prospects of expanding Sino-British trade, and in the evening the delegation were accorded a reception by H.M. Government at Lancaster House, their host being Mr. Frederick Erroll, President of the Board of Trade.



Mr. Lu Hsu-chang and members of his delegation being shown the car assembly lines at the Rootes Group's Ryton factory by Mr. F. T. Warren (left), production manager.

The delegation were shown round the installations at Loch Sloy by Mr. T. Nesbit, Generation Engineer of the North Scotland Hydro Electric Scheme (centre) and Mr. J. F. Herbert (left) director of the English Electric Export Trading Co.

On April 10 they attended a meeting followed by luncheon with the Sino-British Trade Council at the FBI headquarters in London, and in the evening they attended a reception given by the Charge d'Affaires of the People's Republic of China at Portland Place, W.1. April 11 was spent on a visit to the Bradwell Nuclear Power Station in Essex.

They had a final meeting that afternoon with the President of the Board of Trade with whom they had a further discussion about their visit and about future prospects of increasing trade with China in both directions after which the Board of Trade issued the statement published above. The mission left London Airport on April 12.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Ext. 2192). Telegrams and cables should be addressed 'Boneblack, London.'

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by May 3, 1963.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.22	Cyclopentamine *o* - (*p* - hydroxybenzoyl) benzoate.	Cyclopentamine O - (4 - hydroxybenzoyl) benzoate.	December 31, 1963	6152
29.35	*N'N'* - Dimethyl - *N* - 2 - pyridyl - *N* - 2 - thenylethylenediamine *o*-(*p*-hydroxybenzoyl) benzoate.	Thenylpyramine - O - 4 - hydroxybenzoyl benzoate.	December 31, 1963	6154
29.35	Di(pyrrobutamine) naphthalene - 1:5 - disulphonate.	Dipyrrobutamine - 1 - 5 - naphthalene disulfonate.	December 31, 1963	6153
29.35	2:3 - Dimethyl - 4 - nicotinamido - 1 - phenylpyrazol - 5 - one.	Nicotinic acid aminophenyl - dimethyl pyrazolene.	December 31, 1963	6160
44.28	Work tops or work top material, moulded in one piece, having one edge upturned and the opposite edge downturned and thickened, made of wood particles bonded with synthetic resin, with the undersurface covered with brown paper impregnated with synthetic resin and with the upper surface finished with patterned paper impregnated with synthetic resins and with the core uncovered at the ends.	Plastic surfaced moulded particle board work tops.	December 31, 1963	5923

Application for Drawback of Duty on Linseed Oil

THE BOARD OF TRADE gave notice on April 16 that they are considering an application to provide for the allowance of drawback of duty on imported linseed oil when used in the production of export, of:

(i) linoleum, not printed, manufactured on a base of cotton or spun rayon cloth; and

(ii) unpigmented linoleum composition on a base of flannelette.

Representations which interested parties may wish to make should be addressed in writing to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than May 7, 1963.

The Patent Office Library

'All kinds of scientific works are kept there, and it is one of the most complete scientific libraries in England.' (Cassell's Saturday Journal, 1888.)

The Patent Office Library was already famous in 1888. Then, as now, members of the public were freely admitted without formality to the shelves. Today they are able to consult 200,000 volumes of scientific and technical periodicals (8,500 different titles are currently taken), 100,000 books, and 10,000,000 patent specifications from all over the world. More than 100,000 visitors came last year, – proof that the facilities offered by this remarkable public reference library are being increasingly recognized by industrial research workers, information officers, and others. Opening hours: 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

Marking of Imported Umbrellas and Umbrella Parts

THE BOARD OF TRADE announced on April 11 that, having considered an application made under Section 3 of the Merchandise Marks Act, 1926, and in pursuance of the powers conferred on them thereunder, they have given a Direction, namely the Merchandise Marks (Imported Goods) No. 10 Order, 1933 (Provisional Exemption) Direction 1963 in regard to the Merchandise Marks (Imported Goods) No. 10 Order, 1933. The Direction provides that the Order shall cease to apply to any rib, tube or frame of iron or steel wire forming part of an imported umbrella, provided that an indication of origin of the umbrella is stamped, stencilled, printed, incised, impressed or embossed on the tube where it adjoins the handle or on a label securely affixed to the tube where it adjoins the handle. Copies of the Direction (SI.1963 No. 759) can be obtained from H.M. Stationery Office, price 3d. (by post 5½d.)

The Direction affords temporary relief only. The Act provides that the Board of Trade shall refer to the Standing Committee appointed under Section 4 of the Act the question whether this relief should be continued by an amendment to the Order or otherwise.

The Board of Trade have also received an application which seeks additional amendments to be made to the 1933 Order. The matter is being referred to the Standing Committee for inquiry and report on whether the 1933 Order should be amended so that:

(1) it incorporates any marking requirements, which may come into force for imported handles (including knobs) for umbrellas, sunshades and walking sticks, prescribed by the Draft Order at present before Parliament (Draft of the Merchandise Marks (Imported Goods) Order 1963);

(2) its requirements shall not apply to any rib, tube or frame of iron or steel wire – or handle, if an Order relating to handles is made – forming part of :

(a) an imported umbrella, provided that an indication of origin of the umbrella is stamped, stencilled, printed, incised, impressed or embossed on the tube where it adjoins the handle or on a card or other label or ticket securely affixed to the tube where it adjoins the handle; or

(b) an umbrella assembled in the United Kingdom which bears one such indication of origin making it clear which of such parts are imported.

Any person desiring to make representations to the Committee on this matter should communicate not later than May 17, 1963, with the Secretary, Merchandise Marks Committee, Board of Trade, Room 1103, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2264).

Purchase Tax Changes on Some Drugs and Medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17 (3) of the Purchase Tax Act, 1963, entitled the Purchase Tax (No. 2) Direction, 1963, which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from April 11, 1963, is to make the following additions and extension to the Schedule to the Purchase Tax (No. 2) Order, 1961.

The additions :

To Head II of the Schedule

The molecular compound of chloral hydrate with paracetamol;
Oxyphenisatin diacetate;
Sorbide nitrate;

To Head III of the Schedule

Ecothiopate iodide;
Lysine-vasopressin;
Thiethylperazine, and salts thereof;
Triamterene;

The extension :

To Head III in the entry relating to 'Chlordiazepoxide, and salts thereof'; the addition, after 'salts thereof', of 'whether or not mixed with 3-benziloyloxy-1-methylquinuclidinium bromide'.

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

United Kingdom Direct Investment Overseas, 1958 to 1962

IN 1962 BRITISH industry excluding oil and insurance invested a further £224 million in branches, subsidiaries and associates abroad – about the same as in 1961. Earnings of direct investments abroad rose from £251 million in 1961 to £272 million in 1962, an improvement of 8 per cent.

Direct investment in the United Kingdom by overseas concerns in 1962 amounted to £139 million, about the same as in 1960. (Because of the inclusion in the figures of the large Ford Motor Company transaction the investment of £236 million for year 1961 must be regarded as exceptional). Earnings of overseas owned concerns in the United Kingdom were at about the same level as in 1959 and 1960 but somewhat higher (6 per cent.) than the depressed results for 1961.

The estimates for 1962, which are based on quarterly returns from a sample of companies together with a relatively small number of early returns covering the year 1962, are shown in Table 1. Figures for earlier years have been amended in the light of late returns and revision of the 1962 figures may be necessary when full annual returns become available.

Summary totals have been included in the White Paper on Preliminary Estimates of National Income and Balance of Payments 1962 (Cmnd. 1984), published at the end of March. No area, country or industry detail is yet available for 1962 but detail for the years 1958 to 1961 is again published with appropriate amendments in Tables 2-4. All figures in the tables are exclusive of oil and insurance.

Investment

Total direct investment by British companies during 1962 (Table 1 (a)) was £224 million compared with £226 million in 1961 and £247 million in 1960. Within the total, unremitted profits recovered from the low level of £74 million in 1961 to £99 million in 1962, an increase of about one-third, and were about 6 per cent. above the previous high level of £93 million in 1959. As a proportion of total investment in 1962, unremitted profits rose to about 44 per cent. compared with about 34 per cent. in 1960 and 1961.

Direct investment by overseas companies in United Kingdom concerns amounted to £139 million in 1962; in 1961 (inclusive of the Ford Motor Company transaction) it was £236 million and in 1960 it was £135 million. There was a marked recovery in the amount of profits reinvested to a little below the level of 1959 – £72 million in 1962 compared with £37 million in 1961 and £76 million in 1959.

Earnings

Earnings in 1962 of British companies' direct investments abroad (Table 1(b)) increased in total by 8 per cent. compared with 1961, owing to a rise of 15 per cent. in the profits of subsidiaries and associates; branch profits remained virtually unchanged. Part of the increase in subsidiary profits was accounted for by the setting up of subsidiary companies to replace branches. In total, earnings in 1962 resumed the rise which was apparent between 1958 and 1960 but at a slower rate.

The earnings in 1962 of overseas-owned companies operating in the United Kingdom appear to have recovered to the 1959/60 level after a fall in 1961.

Coverage of the estimates

The figures in Table 1 for 1959 to 1961 are based on annual returns and include an allowance for non-response; to this extent the detail of Tables 2, 3 and 4, being obtained from returns actually received, does not correspond with Table 1. Provisional estimates for 1962 are based on material available, namely quarterly returns from a sample of companies supplemented by such annual returns as have been received to date. To emphasize the difference

(*Continued on next page*)

Earnings of U.K. Companies' Subsidiaries Operating Overseas

£ million

	1958	1959	1960	1961	1962
Earnings of overseas subsidiaries	124	149	157	152	175
Dividends remitted. Value	50	56	72	78	76
As per cent. of total earnings	40	38	46	51	43
Unremitted earnings of overseas subsidiaries	74	93	85	74	99

Earnings of Overseas Enterprises Operating in the United Kingdom

£ million

	1958	1959	1960	1961	1962
Earnings of subsidiaries in the United Kingdom	85	125	125	118	128
Dividends remitted. Value	41	49	58	81	56
As per cent. of total earnings	48	39	46	69	44
Unremitted earnings of subsidiaries in the United Kingdom	44	76	67	37	72

Table 1 (a) Private Direct Investment, 1958 to 1962 (Excluding Oil and Insurance) (1)

£ million

	Overseas branches, subsidiaries and associates of United Kingdom companies					Branches, subsidiaries and associates of overseas companies operating in the United Kingdom				
	1958	1959	1960	1961	1962	1958	1959	1960	1961	1962
Unremitted profits of subsidiaries	—74	— 93	— 85	— 74	— 99	+ 44	+ 76	+ 67	+ 37	+ 72
Net acquisitions of share and loan capital	— 41	— 52	— 80	— 82	— 62	+ 21	+ 55	+ 35	+170	+ 39
Change in branch indebtedness	— 16	— 34	— 30	— 36	— 34	+ 11	— 2	+ 3	+ 10	+ 3
Change in inter-company accounts	— 13	— 16	— 52	— 34	— 29	+ 11	+ 17	+ 30	+ 19	+ 25
Total	—144	—196	—247	—226	—224	+ 87	+146	+135	+236	+139

Overseas investment in United Kingdom + United Kingdom investment overseas —

Table 1 (b) Earnings of Private Direct Investment, 1958 to 1962 (Excluding Oil and Insurance) (1)

£ million

	Overseas branches, subsidiaries and associates of United Kingdom companies					Branches, subsidiaries and associates of overseas companies operating in the United Kingdom				
	1958	1959	1960	1961	1962	1958	1959	1960	1961	1962
Profits of branches	+ 67	+ 85	+ 96	+ 93	+ 92	— 8	— 10	— 11	— 8	— 7
Profits of subsidiaries	+124	+149	+157	+152	+175	— 85	—125	—125	—118	—128
Interest received or paid	+ 4	+ 4	+ 5	+ 6	+ 5	— 1	— 1	— 2	— 2	— 1
Total	+195	+238	+258	+251	+272	— 95	—136	—137	—128	—136

United Kingdom credits + United Kingdom debits —

(1) 1959 to 1962 figures include an allowance for non-response: 1958 figures are substantially complete.

UK Investment Overseas (*Continued*)

between the totals in Table 1 for the years 1959 to 1961 and those obtained by summation of the detail of Tables 2–5, and to facilitate comparison with the Table 1 totals, summary table figures are reported at the foot of each part of Tables 2-5.

The figures for 1958 are substantially complete and those for 1959 to 1961 represent a 95 per cent. response, save for estimates of United Kingdom companies' investment overseas for 1961 which are based on a response rate of about 93 per cent.

Area and Country Analysis

Although the figures for investment and earnings for which detail is given in Table 3 are now substantially more complete than when the provisional estimates were published in the *Board of Trade*

(Text continued on page 880)

Overseas Direct Investment Transactions By Area

This table, except for the bottom row of figures, is based on returns actually received and the individual figures do not include an allowance for non-response. To this extent the totals of these individual figures will not agree with Table 1. However, to indicate the extent to which returns are outstanding and to facilitate comparison with Table 1, a further row giving 1961 totals, inclusive of allowance for late returns is now given.

Table 2 (a) Transactions of United Kingdom Companies with Overseas Branches (1)

£ million

Area		Profits of branches	Net amount debited to branches for services rendered	Investment or disinvestment in branches		Depreciation of capital assets of branches
				Increase in investment	Decrease in investment	
North America	1958	3·0	3·0	—	4·9	0·4
	1959	3·5	0·8	1·2	—	0·4
	1960	3·2	—0·6	4·9	—	0·5
	1961 (6)	*4·8*	*—0·6*	*10·5*	—	*0·5*
Latin America	1958	2·1	1·0	—	2·9	1·0
	1959	3·0	1·0	1·4	—	0·6
	1960	3·3	0·9	3·5	—	0·8
	1961 (6)	*2·0*	*1·2*	*3·1*	—	*0·8*
Western Europe (2)	1958	2·0	0·6	1·9	—	1·0
	1959	5·2	0·4	1·9	—	1·2
	1960	6·5	0·1	2·3	—	1·4
	1961 (6)	*6·8*	*0·1*	*1·0*	—	*1·3*
Other Non-Sterling Areas (2)	1958	2·0	0·5	2·0	—	1·1
	1959	1·6	0·8	0	—	1·1
	1960	1·5	0·4	—	1·0	0·8
	1961 (6)	*3·6*	*0·7*	*3·1*	—	*1·2*
Overseas Sterling Area	1958	57·5	12·6	19·7	—	18·6
	1959	65·0	11·3	30·3	—	18·1
	1960	77·0	12·7	21·5	—	19·3
	1961 (6)	*68·3*	*13·6*	*14·8*	—	*20·0*
Total	1958	66·6	17·7	15·8	—	22·2
	1959	78·2	14·3	34·8	—	21·3
	1960	91·5	13·4	31·2	—	22·7
	1961 (6)	*85·4*	*15·0*	*32·3*	—	*23·8*
Including allowance for non-response	1961	93	..	36	—	..

Table 2 (b) Transactions of United Kingdom Companies with Overseas Subsidiaries and Associates (1)

£ million

Area		U.K. companies' share of overseas companies' profits	Interest received	Dividends received	Unremitted profits (3)	Net amount debited to overseas companies for services rendered	Net acquisition of overseas companies' share and loan capital	U.K. companies' share of depreciation of capital assets of overseas companies	Change in amount due to U.K. companies on inter-company account (4)
North America	1958	35·0	0·5	11·3	23·7	0·7	10·8	30·2	+ 8·4
	1959	36·6	0·5	12·6	23·9	—0·2	12·5	32·2	+13·8
	1960	32·2	0·9	14·8	17·4	—0·2	15·4	36·1	+ 5·1
	1961 (6)	*29·6*	*0·8*	*14·6*	*15·0*	*0·9*	*10·5*	*34·0*	*— 0·5*
Latin America	1958	8·4	0·2	2·4	6·0	0·6	1·8	3·6	+ 0·3
	1959	8·3	0·1	2·5	5·8	0·2	5·0	2·3	— 0·5
	1960	11·2	0·1	3·4	7·7	0·4	1·4	2·9	+ 2·0
	1961 (6)	*9·1*	*0·2*	*3·1*	*6·0*	*0·7*	*6·8*	*3·3*	*+ 4·3*
Western Europe (2)	1958	12·4	0·6	5·5	6·9	1·9	3·9	10·2	+ 1·1
	1959	17·5	0·6	5·9	11·6	1·1	6·1	10·2	+ 0·3
	1960	14·4	0·7	8·3	6·1	0·5	12·2	11·8	+ 4·2
	1961 (6)	*20·7*	*0·5*	*8·8*	*12·0*	*1·7*	*12·4*	*15·0*	*+12·4*
Other Non-Sterling Areas (2)	1958	3·8	0·7	3·2	0·6	1·0	7·0	2·8	— 1·8
	1959	7·2	0·6	3·1	4·1	1·0	1·3	2·5	+ 0·1
	1960	5·8	0·6	4·0	1·8	1·1	2·6	2·2	+ 1·6
	1961 (6)	*2·0*	*0·2*	*0·6*	*1·4*	*0*	*0·8*	*1·2*	*— 3·4*
Overseas Sterling Area	1958	64·3	2·4	27·5	36·9	5·1	17·3	37·3	+ 5·0
	1959	73·5	2·2	29·3	44·2	7·4	22·9	38·2	+ 2·6
	1960	87·9	2·6	38·9	49·0	6·4	44·9	42·0	+36·6
	1961 (6)	*81·0*	*3·7*	*46·7*	*34·2*	*8·5*	*43·8*	*45·0*	*+19·5*
Total	1958	124·0	4·3	49·9	74·1	9·3	40·8	84·2	+13·0
	1959	143·1	3·9	53·5	89·7	9·9	47·8	85·4	+16·3
	1960	151·5	4·5	69·4	82·1	8·1	76·5	95·0	+49·6
	1961 (6)	*142·4*	*5·4*	*73·8*	*68·6*	*10·0*	*74·3*	*98·4*	*+32·4*
Including allowances for non-responce	1961	152	6	78	74	..	82	..	34

Table 2 (c) Transactions of United Kingdom Branches with Overseas Parent Companies (1)

£ million

Area		Profits of branches	Net amount charged for services rendered		Investment or disinvestment in branches		Depreciation of capital assets of branches
			Credited to U.K. branches	Debited to U.K. branches	Increase in investment	Decrease in investment	
North America	1958	4·6	—	0·3	3·4	—	0·3
	1959	6·5	—	0·9	3·4	—	0·4
	1960	6·5	—	0·8	1·2	—	0·4
	1961 (6)	*5·9*	—	*0·7*	*0·4*	—	*0·5*
Latin America	1958	0	—	—	—	—	—
	1959	0	—	—	—	—	—
	1960	—	—	—	—	—	—
	1961 (6)	—	—	—	—	—	—
Western Europe (2)	1958	1·0	0·1	—	2·7	—	0·1
	1959	0·9	—	0·2	—	5·6	0·1
	1960	1·1	—	0·1	—	4·2	0
	1961 (6)	*1·3*	..	..	*10·9*	—	..
Other Non-Sterling Areas (2)	1958	0·4	0·1	—	—	0·2	0
	1959	0·3	0·1	—	—	0·3	0
	1960	0·3	0·1	—	0·1	—	0
	1961 (6)	*0·5*	..	..	—	2·4	..
Overseas Sterling Area	1958	2·0	—	0	4·8	—	0·1
	1959	1·9	—	0·1	—	0	0·2
	1960	1·7	—	0·2	5·1	—	0·4
	1961 (6)	*—0·2*	—	*0·2*	*0·7*	—	*0·1*
Total	1958	7·9	—	0·2	10·7	—	0·5
	1959	9·6	—	1·1	—	2·5	0·7
	1960	9·7	—	1·0	2·2	—	0·8
	1961 (6)	*7·6*	—	*0·8*	*9·6*	—	*0·6*
1961 Including allowance for non-response		8	..	..	10	—	..

Table 2 (d) Transactions of U.K. Subsidiaries and Associates with Overseas Parent or Affiliated Companies (1)

£ million

Area		Overseas companies' share of U.K. companies' profits	Interest paid to overseas companies	Dividends paid to overseas companies	Unremitted profits (3)	Net amount charged for services rendered		Net acquisition of U.K. companies' share and loan capital	Overseas companies' share of depreciation of capital assets of U.K. companies	Change in amount due from U.K. companies on inter-company account (5)
						Credited to U.K. companies	Debited to U.K. companies			
North America	1958	71·9	0·4	35·3	36·6	—	9·8	17·4	33·6	+14·2
	1959	99·0	0·4	42·6	56·5	—	12·7	44·1	37·4	+ 8·7
	1960	105·5	0·3	50·6	54·9	—	17·3	17·8	43·2	+28·1
	1961 (6)	*100·4*	*0·4*	*67·6*	*32·8*	—	*21·2*	*148·7*	*54·3*	*+12·8*
Latin America	1958	0·2	—	0	0·2	—	0	—	0·1	— 0·6
	1959	0	0	—	0	—	0	0	0·1	+ 0
	1960	0·1	0	0	0·1	—	0	0	0·1	+ 0
	1961 (6)	..	..	..	..	..	..	..	..	..
Western Europe (2)	1958	12·5	0·8	4·9	7·5	—	4·9	2·7	7·5	— 6·8
	1959	16·2	0·7	4·5	11·7	—	5·9	3·6	7·7	+ 7·5
	1960	13·8	1·8	4·9	9·0	—	4·9	9·0	9·4	+ 2·0
	1961 (6)	*11·2*	*1·3*	*12·0*	*—0·8*	—	*6·5*	*12·3*	*11·6*	*+ 6·8*
Other Non-Sterling Areas (2)	1958	0·5	—	0·4	0·1	0·1	—	—	0·1	— 0
	1959	0·5		0·3	0·2	0·1	—	0	0·1	— 0
	1960	0·7	—	0·3	0·4	0·1	—	0·7	0·1	— 0·1
	1961 (6)	..	..	..	..	..	..	..	..	..
Overseas Sterling Area	1958	0·3	0·2	0·1	0·2	0·1	—	0·8	0·2	+ 4·3
	1959	0·3	0·2	0·3	0	0·3	—	6·2	0·2	+ 0·5
	1960	0·8	0·2	0·4	0·4	—	0·3	7·7	0·3	— 0·1
	1961 (6)	..	..	..	..	..	..	..	..	..
Rest of World (Latin America, Other Non-Sterling Area, Overseas Sterling Area)	*1961* (6)	*1·9*	*0·3*	*0·9*	*1·0*	—	*0·3*	*2·5*	*0·4*	*+ 0·3*
Total	1958	85·3	1·3	40·8	44·5	—	14·5	20·9	41·5	+11·0
	1959	116·1	1·2	47·6	68·5	—	18·3	54·0	45·5	+16·7
	1960	120·9	2·3	56·2	64·7	—	22·4	35·1	53·0	+30·0
	1961 (6)	*113·5*	*2·0*	*80·4*	*33·1*	—	*28·0*	*163·5*	*66·4*	*+19·9*
1961 Including allowance for non-response		118	2	81	37	..	..	170	..	19

Notes to Table 2.
(1) Excluding oil and insurance.
(2) Dependencies of Western European countries are included in 'Other non-Sterling Areas'.
(3) Share of profits less dividends.
(4) Increase in amount due to U.K. +; Decrease in amount due to U.K. —.
(5) Increase in amount due from U.K. +; Decrease in amount due from U.K. —.
(6) Coverage incomplete—See prefatory rate to Table 2.
In the tables: '0' means less than half the final digit shown; .. means figures not available owing to disclosure.
Owing to rounding figures may not add through to the total.

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U.K. Investment Overseas (*Continued*)

Journal last September, the comment in the latter, except for marginal percentage changes, still applies. One important exception is that as a result of the receipt of late returns for 1961, Australia has been restored to position of the country in which earnings of British direct investments are largest. South Africa, which in the September 1962 article was shown to be in the lead, is now a close second.

Industrial Analysis

Figures in Table 4(a) show that the proportion of total investment invested in manufacturing industries overseas by United Kingdom companies has fallen from 57 per cent. in 1958 to 53 per cent. in 1959, 51 per cent. in 1960 and 44 per cent. in 1961. This downward trend is apparent in each of the areas shown, particularly in North America where investment in manufacturing industries in 1961 represented 32 per cent. of total investment in that area compared with 82, 67 and 53 per cent. respectively in 1958, 1959 and 1960. All of this reduction, however, occurred in Canada in 1961 – investment in United States rose above the 1959/60 level (see Table 3(a)). The amount invested in manufacturing in Western Europe rose substantially and was 14 per cent. greater than in 1960. In the Overseas Sterling Area countries rather less (£43.9 million) went into manufacturing than in 1960 (£67.6 million).

The percentage of the total invested in distributive outlets taking all areas together has risen steadily over the four years covered, with the exception of 1960, from 2 per cent. of the total in 1958 to 19 per cent. in 1961. There has been little change in the proportion invested in agriculture and mining since 1959 when it attracted 12 per cent. About a quarter of total earnings from British investment overseas in all four years came from agriculture and mining and just under a half from manufacturing.

(*Continued on next page*)

Investment and Earnings by Area and Country

This table, except for the bottom row of figures, is based on returns actually received and the individual figures do not include an allowance for non-response. To this extent the totals of these individual figures will not agree with Table 1. However, to indicate the extent to which returns are outstanding and to facilitate comparison with Table 1, a further row giving 1961 totals, inclusive of allowance for late returns, is now given.

Table 3 (a)

Private Direct Investment (Excluding Oil and Insurance) by Area and Main Countries (1)

£ million

Area and Country	1958		1959 (4)		1960 (4)		*1961* (4)	
	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals
NORTH AMERICA	— 38·1	+71·6	— 51·4	+112·7	— 42·8	+102·0	*— 35·5*	*+194·8*
U.S.A.	— 10·7	+62·1	— 15·7	+ 97·2	— 15·3	+ 84·3	*— 19·6*	*+180·9*
Canada	— 27·3	+ 9·5	— 35·7	+ 15·5	— 27·5	+ 17·7	*— 15·9*	*+ 13·9*
LATIN AMERICA	— 5·2	— 0·5	— 11·7	0	— 14·6	+ 0·2	*— 20·2*	..
of which: Peru	— 0·2	—	+ 1·3	—	— 0·4	—	*— 0·1*	—
Chile	—	—	— 0·6	—	— 0·6	—	*— 1·7*	—
Brazil	— 4·3	—	— 5·3	..	— 4·0	..	*— 4·3*	..
Uruguay	+ 0·3	..	— 0	..	..	..	*— 0·1*	..
Argentine	— 0·8	— 0·5	— 3·1	—	— 4·0	..	*— 8·6*	..
WESTERN EUROPE (2)	— 13·8	+ 6·1	— 19·9	+ 17·3	— 24·8	+ 15·8	*— 37·7*	*+ 29·1*
EFTA of which:	— 2·9	+ 4·4	— 0·7	+ 8·3	— 3·4	+ 11·5	*— 10·7*	*+ 10·4*
Portugal	— 1·3	..	— 0·2	..	+ 0·1	..	*— 0·6*	..
Switzerland	— 0·6	+ 3·0	— 0·1	+ 5·9	— 1·1	+ 9·3	*— 4·4*	*+ 10·2*
Denmark	— 0·4	+ 0·3	— 0·3	+ 0·4	— 0·7	+ 0·3	*— 0·9*	*+ 0·6*
EEC of which:	— 8·4	+ 1·3	— 16·1	+ 8·8	— 20·8	+ 3·5	*— 24·8*	*+ 16·6*
West Germany	— 6·7	+ 0·1	— 6·7	+ 0·9	— 5·0	+ 1·2	*— 9·2*	*+ 0·7*
Netherlands	— 0·3	— 2·0	+ 0·1	+ 5·2	— 2·0	+ 2·0	*— 1·9*	*+ 4·1*
Belgium	— 1·6	+ 0·6	— 3·3	+ 0·7	— 4·6	+ 0·9	*— 1·6*	*+ 0·8*
France	+ 0·3	+ 2·9	— 4·4	+ 1·0	— 5·3	— 1·1	*— 9·4*	*+ 11·2*
Italy	— 0·1	— 0·3	— 1·8	+ 0·9	— 4·0	+ 0·5	*— 2·6*	*— 0·2*
Rest of Western Europe	— 2·5	+ 0·3	— 3·1	+ 0·2	— 0·5	+ 0·8	*— 2·2*	*+ 2·2*
OTHER NON-STERLING AREAS (2)	— 7·8	— 0·1	— 5·6	— 0·1	— 5·1	+ 1·1	*— 1·8*	..
of which: Iraq	+ 0·3	—	+ 0·2	—	+ 1·2	..	*— 0*	—
Iran	— 0·7	—	— 0·2	—	— 0·4	—	*— 0·3*	—
Indonesia	— 2·1	—	— 1·3	..	— 2·2	..	*— 0·8*	..
Thailand	— 0·5	—	+ 0·1	..	— 0·3	—	*— 0·4*	..
OVERSEAS STERLING AREA	— 78·8	+10·1	—100·0	+ 6·7	—152·0	+ 13·1	*—112·6*	*+ 4·7*
of which: South Africa	— 19·9	..	— 10·2	+ 3·4	— 17·6	+ 5·5	*— 5·8*	*+ 0·3*
India	— 5·9	..	— 12·4	0	— 13·5	..	*— 13·1*	*— 0·3*
Australia and Dependencies	— 19·4	— 0·2	— 27·3	0	— 59·5	— 0·4	*— 31·5*	*+ 0·9*
New Zealand	— 4·0	..	— 4·2	..	— 6·0	..	*— 5·7*	..
Federation of Rhodesia and Nyasaland	+ 0·5	..	— 13·5	..	— 12·8	..	*— 14·1*	..
Pakistan	— 0·4	—	— 2·4	..	— 1·8	..	*— 2·0*	..
Singapore	— 1·5	..	— 1·2	— 0·1	— 0·6	..	*+ 0·1*	..
Federation of Malaya	— 5·5	..	— 5·7	..	— 8·6	..	*— 6·9*	—
Nigeria	— 4·0	..	— 3·9	..	— 6·9	..	*— 9·6*	..
Sierra Leone	— 1·3	—	..	—	— 1·1	—	*— 2·2*	—
Ghana	+ 0·1	—	— 2·8	—	— 4·1	—	*— 1·8*	—
Kenya	— 2·7	—	— 1·2	—	— 2·6	—	*— 1·8*	—
Uganda	+ 0·8	—	+ 0·1	—	— 0	—	..	—
Hong Kong	— 1·8	—	— 0·8	..	— 0·4	..	*— 1·3*	*+ 0·1*
Jamaica	— 1·6	—	— 2·3	..	— 4·7	..	*— 2·0*	—
Trinidad	— 2·2	—	— 1·6	..	— 2·6	..	*— 0·1*	..
British Guiana	+ 0·1	—	— 0·1	—	+ 0·7	—	*+ 0·4*	—
Other British West Indian Territories	— 3·5	..	— 0·4	..	— 2·6	..	*— 4·8*	..
Persian Gulf States	+ 0·1	—	— 1·0	..	+ 0	—	*— 0·3*	—
Irish Republic	— 2·8	..	— 0·9	+ 0·1	— 4·7	— 0·1	*— 4·2*	+ 0
Remainder	— 3·9	—	— 8·2	..	— 2·6	..	*— 5·7*	..
Total	—143·7	+87·3	—188·5	+136·6	—239·4	+132·1	*—207·6*	*+226·1*
Including allowance for non-response	144	87	196	146	247	135	226	236

U.K. Investment Overseas (*Continued*)

An upward trend in the proportion of total direct investment by North American companies devoted to manufacturing industry in the United Kingdom is discernible in the period under review. From 1958 the percentage rose from 77 per cent. to 79, 83 and 95 per cent. in 1959, 1960 and 1961 respectively. The higher 1961 percentage was, of course, caused by the Ford Motor Company transaction.

Analysis by Size Group

Table 5 shows for the first time an analysis of the figures for 1960 and 1961 by broad size groups. These groups are based on the total profits or losses (after allowing for tax and depreciation) earned by branches, subsidiaries and associates of responding companies. Each company has been classified according to the total net profits of its branches and subsidiaries. Thus a company group might, within a total net profit for all of its overseas interests, include some which made losses. Such a group would nevertheless feature as making an overall profit. The same treatment applies, *mutatis mutandis*, to those making overall losses.

Table 5(a) which analyses returns from 1,720 companies, shows that additional investment overseas by British industry and the earnings from total investments are heavily concentrated in those companies which earn more than £250,000 a year from this source. In 1961, 73 per cent. of total overseas investment by United Kingdom companies was made by the 230 concerns in this size group as against 68 per cent. in 1960, while more than four-fifths of earnings in both years were attributable to this group. Net losses arising from the operations of United Kingdom companies' direct investments abroad were smaller in 1961 than in 1960 although the number of companies (320) was roughly the same as in 1960.

(*Continued on next page*)

Table 3 (b)

Earnings of Private Direct Investment (Excluding Oil and Insurance) by Area and Main Countries (3)

£ million

Area and Country	1958		1959 (4)		1960 (4)		*1961* (4)	
	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals	Overseas branches, subsidiaries and associates of U.K. companies	Branches, subsidiaries and associates in U.K. with overseas principals
NORTH AMERICA	+ 38·5	—76·9	+ 40·7	—105·9	+ 36·2	—112·3	*+ 35·2*	*—106·7*
U.S.A.	+ 17·1	—70·6	+ 19·9	— 96·6	+ 18·0	—102·0	*+ 17·4*	*— 96·2*
Canada	+ 21·4	— 6·3	+ 20·7	— 9·2	+ 18·2	— 10·3	*+ 17·8*	*— 10·5*
LATIN AMERICA	+ 10·7	— 0·2	+ 11·4	0	+ 14·5	— 0·1	*+ 11·3*	*+ 0·1*
of which: Peru	+ 0·3	—	+ 0·4	—	+ 0·4	—	*+ 0·4*	*—*
Chile	+ 0·4	—	+ 0·8	—	+ 0·5	—	*+ 0·4*	*—*
Brazil	+ 4·7	—	+ 3·3	..	+ 5·0	—	*+ 4·0*	*..*
Uruguay	— 0·2	..	+ 0·1	..	+ 0·2	..	*+ 0·1*	*—*
Argentine	+ 2·2	— 0·2	+ 3·0	—	+ 4·1	..	*+ 2·2*	*..*
WESTERN EUROPE (2)	+ 15·0	—14·2	+ 23·3	— 17·8	+ 21·7	— 16·7	*+ 28·0*	*— 13·8*
EFTA of which:	+ 3·2	— 4·7	+ 4·4	— 7·0	+ 5·1	— 8·7	*+ 5·6*	*— 5·6*
Portugal	+ 1·8	..	+ 2·0	..	+ 2·1	..	*+ 2·3*	*..*
Switzerland	+ 0·5	— 3·2	+ 0·6	— 5·0	+ 1·0	— 6·6	*+ 1·3*	*— 4·1*
Denmark	+ 0·4	— 0·2	+ 0·5	— 0·2	+ 0·4	— 0·5	*+ 0·4*	*— 0·4*
EEC of which:	+ 10·3	— 8·7	+ 17·2	— 10·0	+ 14·8	— 6·5	*+ 20·5*	*— 6·6*
West Germany	+ 7·7	— 0·3	+ 9·8	— 0·2	+ 10·1	— 0·3	*+ 12·8*	*— 0·2*
Netherlands	+ 0·8	— 5·0	+ 1·4	— 5·7	+ 1·6	— 2·9	*+ 2·2*	*— 2·5*
Belgium	+ 0·8	— 0·7	+ 1·6	— 0·6	+ 0·7	— 0·6	*+ 1·3*	*— 0·8*
France	+ 0·9	— 2·8	+ 3·7	— 3·3	+ 2·2	— 2·6	*+ 2·9*	*— 3·2*
Italy	+ 0·2	— 0	+ 0·7	— 0·2	+ 0·2	— 0	*+ 1·3*	*+ 0·1*
Rest of Western Europe	+ 1·4	— 0·8	+ 1·7	— 0·8	+ 1·8	— 1·5	*+ 1·9*	*— 1·6*
OTHER NON-STERLING AREAS (2)	+ 6·5	— 0·8	+ 9·3	— 0·7	+ 7·9	— 1·0	*+ 5·7*	*— 1·3*
of which: Iraq	+ 0·3	—	— 0·4	—	— 0·9	—	*+ 0·8*	*—*
Iran	+ 0·5	—	+ 0·3	—	— 0	—	*+ 0*	*—*
Indonesia	+ 1·7	—	+ 1·8	..	+ 1·9	..	*+ 1·9*	*..*
Thailand	+ 0·3	—	+ 0·5	..	+ 0·3	..	*+ 0·7*	*—*
OVERSEAS STERLING AREAS	+124·2	— 2·4	+140·7	— 2·4	+167·4	— 2·7	*+152·9*	*— 1·3*
of which: South Africa	+ 21·2	..	+ 21·1	— 0·6	+ 26·3	— 0·3	*+ 24·1*	*+ 2·6*
India	+ 15·9	..	+ 17·1	+ 0	+ 19·3	..	*+ 20·2*	*+ 0*
Australia and Dependencies	+ 24·3	— 0·5	+ 28·6	— 0·3	+ 32·4	— 0·5	*+ 24·8*	*— 0·8*
New Zealand	+ 5·3	..	+ 4·2	..	+ 7·4	—	*+ 5·0*	*..*
Federation of Rhodesia and Nyasaland	+ 7·8	..	+ 9·3	..	+ 11·9	..	*+ 10·9*	*..*
Pakistan	+ 2·2	—	+ 2·8	..	+ 2·4	..	*+ 2·6*	*..*
Singapore	+ 0·8	..	+ 1·2	— 0·1	+ 1·4	..	*+ 1·5*	*..*
Federation of Malaya	+ 10·5	..	+ 15·2	..	+ 19·3	—	*+ 19·5*	*—*
Nigeria	+ 3·6	..	+ 4·9	..	+ 6·4	..	*+ 4·0*	*..*
Sierra Leone	+ 1·9	—	..	—	+ 2·4	—	*+ 3·1*	*—*
Ghana	+ 5·8	—	+ 6·6	—	+ 7·3	—	*+ 7·4*	*—*
Kenya	+ 0·8	—	+ 1·4	—	+ 1·3	—	*+ 1·2*	*—*
Uganda	+ 0·1	—	+ 0·1	—	+ 0·1	—	..	*—*
Hong Kong	+ 2·1	—	+ 3·1	..	+ 3·9	..	*+ 3·7*	*..*
Jamaica	+ 0·7	—	+ 0·5	..	+ 1·0	..	*+ 0·9*	*..*
Trinidad	+ 1·5	—	+ 1·8	—	+ 1·1	..	*+ 1·2*	*..*
British Guiana	+ 1·3	—	+ 1·3	—	+ 1·2	—	*+ 1·2*	*—*
Other British West Indian Territories	+ 0·6	..	+ 0·5	..	+ 0·7	..	*+ 0·7*	*..*
Persian Gulf States	+ 0·9	—	+ 0·7	—	+ 0·7	—	*+ 0·5*	*—*
Irish Republic	+ 5·9	..	+ 6·6	— 0·3	+ 6·9	+ 0·3	*+ 8·8*	*— 0·4*
Remainder	+ 11·0	—	+ 13·7	..	+ 14·0	..	*+ 11·5*	*..*
Total	+194·8	—94·6	+225·3	—126·8	+247·9	—132·9	*+233·0*	*—123·1*
Including allowance for non-response	195	95	238	136	258	137	251	128

Notes to Table 3.
(1) Including long- and short-term investment and unremitted profits. + Overseas investment in the United Kingdom; — United Kingdom investment overseas.
(2) Dependencies of Western European countries are included in 'Other non-Sterling Areas'.
(3) Including unremitted profits. — United Kingdom debit; + United Kingdom credit.
(4) Coverage incomplete. See prefatory note to Table 3.
In the tables: '0' means less than half the final digit shown. .. means figures not available owing to disclosure.
Owing to rounding figures may not add through to the total.

U.K. Investment Overseas (*Continued*)

A similar concentration is apparent in the figures for overseas investment in the United Kingdom (Table 5(b)). Here returns from 1,580 companies are analysed. Investment in the 100 or so companies in the over £250,000 size group represented 80 per cent. of the total invested here by overseas concerns in 1961, compared with 62 per cent. in 1960. The proportion invested in the £50,000 – £250,000 bands fell from about one-quarter in 1960 to about 7 per cent. in 1961, but this was caused by companies in these groups being reclassified to the over £250,000 group in 1961. Over four-fifths of the earnings of overseas investment in this country came from branches, subsidiaries and associates with profits of more than £250,000 a year. The number of overseas companies making net losses in their United Kingdom concerns was 330 in 1961. Whereas United Kingdom companies' branches and subsidiaries abroad did rather better in 1961 than in 1960, overseas companies fared rather worse, losses on their United Kingdom transactions being rather larger in both percentage and value terms.

British Firm's French Sales Drive

To give a new boost to their sales drive in France the Kenwood Group sent their mobile demonstration unit on a 3,000-mile tour of the country. In the course of this five-week tour, the unit exhibited the range of Kenwood electric kitchen equipment in 15 major towns throughout the country ending with a three-day exhibition in Paris. Starting at Calais, the demonstration unit included visits to Lille, Strasbourg, Marseille and Bordeaux. The tour follows the launching in February of a Kenwood French company which exhibited for the first time to the French public at the Salon des Arts Menagers, Paris, equivalent of the Ideal Home Exhibition.

The demonstration unit consisted of an £8,000, 7½-ton trailer whose sides can be let down to reveal a fully-equipped modern kitchen.

Investment and Earnings by Industry and Area

This table, except for the bottom row of figures, is based on returns actually received and the individual figures do not include an allowance for non-response. To this extent the totals of these individual figures will not agree with Table 1. However, to indicate the extent to which returns are outstanding and to facilitate comparison with Table 1, a further row giving totals, inclusive of allowance for late returns is now given.

Table 4 (a) United Kingdom Direct Investment and Earnings Overseas (Excluding Oil and Insurance) by Industries and Areas 1958 to 1961

£ million

Area and Industrial Group	1958		1959 (3)		1960 (3)		*1961 (3)*	
	Investment of U.K. companies in branches, subsidiaries, etc., overseas (1)	Earnings of U.K. companies in overseas branches, subsidiaries and associates (2)	Investment of U.K. companies in branches, subsidiaries, etc., overseas (1)	Earnings of U.K. companies in overseas branches, subsidiaries and associates (2)	Investment of U.K. companies in branches, subsidiaries, etc., overseas (1)	Earnings of U.K. companies in overseas branches, subsidiaries and associates (2)	Investment of U.K. companies in branches, subsidiaries, etc., overseas (1)	Earnings of U.K. companies in overseas branches, subsidiaries and associates (2)
NORTH AMERICA:								
Manufacturing industries	— 31·3	+ 27·5	— 34·3	+ 30·1	— 22·5	+ 25·7	*— 11·5*	*+ 23·3*
Distribution	— 1·4	+ 6·7	— 11·1	+ 5·0	— 1·2	+ 2·9	*— 7·8*	*+ 4·8*
Other	— 5·4	+ 4·3	— 6·0	+ 5·6	— 19·0	+ 7·6	*— 16·2*	*+ 7·2*
Total	— 38·1	+ 38·5	— 51·4	+ 40·7	— 42·8	+ 36·2	*— 35·5*	*+ 35·2*
LATIN AMERICA:								
Manufacturing industries	— 4·9	+ 6·5	— 9·8	+ 7·8	— 10·2	+ 9·8	*— 10·0*	*+ 7·4*
Other	— 0·2	+ 4·2	— 1·9	+ 3·6	— 4·4	+ 4·7	*— 10·2*	*+ 3·9*
Total	— 5·2	+ 10·7	— 11·7	+ 11·4	— 14·6	+ 14·5	*— 20·2*	*+ 11·3*
WESTERN EUROPE:								
Manufacturing industries	— 11·0	+ 12·6	— 14·1	+ 14·1	— 19·2	+ 12·4	*— 26·2*	*+ 16·2*
Mining	— 0·4	+ 0·4	0	+ 0·7	— 1·1	+ 0·9	*— 0·6*	*+ 0·6*
Other	— 2·4	+ 2·0	— 5·8	+ 8·5	— 4·5	+ 8·3	*— 10·8*	*+ 11·3*
Total	— 13·8	+ 15·0	— 19·9	+ 23·3	— 24·8	+ 21·7	*— 37·7*	*+ 28·0*
OVERSEAS STERLING AREA:								
Agriculture (including plantations)	— 11·7	+ 18·2	— 9·5	+ 24·0	— 10·3	+ 24·9	*— 10·9*	*+ 22·2*
Mining	— 0·2	+ 23·0	— 7·0	+ 24·7	— 8·9	+ 30·4	*— 8·9*	*+ 32·1*
Electrical and mechanical engineering	— 3·6	+ 4·1	— 6·9	+ 4·9	— 6·9	+ 5·3	*— 2·8*	*+ 6·8*
Other manufacturing industries	— 30·0	+ 42·1	— 32·9	+ 49·3	— 60·7	+ 57·3	*— 41·1*	*+ 52·7*
Construction	— 2·8	+ 2·9	— 2·3	+ 2·9	— 2·7	+ 2·5	*+ 0·2*	*+ 1·7*
Distribution	— 3·0	+ 12·0	— 16·4	+ 13·8	— 21·7	+ 21·7	*— 17·1*	*+ 14·6*
Other	— 27·5	+ 21·8	— 25·2	+ 21·0	— 40·8	+ 25·3	*— 31·9*	*+ 22·7*
Total	— 78·8	+124·2	—100·0	+140·7	—152·0	+167·4	*—112·6*	*+152·9*
TOTAL ALL AREAS:								
Agriculture (including plantations)	— 14·0	+ 20·4	— 12·1	+ 27·0	— 13·4	+ 26·6	*— 11·8*	*+ 23·5*
Mining	— 10·2	+ 28·5	— 10·9	+ 31·6	— 14·3	+ 37·6	*— 10·9*	*+ 35·7*
Electrical and mechanical engineering	— 7·2	+ 4·7	— 11·3	+ 6·6	— 12·8	+ 5·4	*— 9·8*	*+ 9·9*
Vehicles, shipbuilding, marine engineering	— 1·0	+ 0·4	— 1·5	— 0·2	— 13·9	+ 2·9	*+ 3·3*	*— 0·1*
Other manufacturing industries	— 73·3	+ 88·6	— 86·5	+101·4	— 95·1	+103·6	*— 85·5*	*+ 97·1*
Construction	— 5·5	+ 4·4	— 2·6	+ 2·8	— 6·1	+ 1·8	*— 2·9*	*+ 2·0*
Distribution	— 2·1	+ 19·3	— 29·7	+ 21·8	— 26·7	+ 28·7	*— 38·4*	*+ 26·1*
Transport and communications	— 9·5	+ 3·9	— 4·8	+ 10·4	— 7·3	+ 12·1	*— 7·3*	*+ 12·5*
Other, including banking	— 20·7	+ 25·0	— 29·1	+ 23·9	— 49·7	+ 29·2	*— 44·4*	*+ 26·3*
Total	—143·7	+194·8	—188·5	+225·3	—239·4	+247·9	*—207·6*	*+233·0*
Including allowance for non-response	144	193	196	238	247	258	226	251

(*Tables continued on next page*)

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

U.K. Investment Overseas (*Continued*)

Table 4 (b) Private Direct Investment and Earnings in the United Kingdom by Overseas Companies (Excluding Oil and Insurance) by Industries and Areas 1958 to 1961

£ million

Area and Industrial Group	1958		1959 (3)		1960 (3)		1961 (3)	
	Investment in U.K. of overseas companies in branches, subsidiaries, etc. (1)	Earnings in U.K. of branches, subsidiaries and associates with overseas principals (2)	Investment in U.K. of overseas companies in branches, subsidiaries, etc. (1)	Earnings in U.K. of branches, subsidiaries and associates with overseas principals (2)	Investment in U.K. of overseas companies in branches, subsidiaries, etc. (1)	Earnings in U.K. of branches, subsidiaries and associates with overseas principals (2)	Investment in U.K. of overseas companies in branches, subsidiaries, etc. (1)	Earnings in U.K. of branches, subsidiaries and associates with overseas principals (2)
NORTH AMERICA:								
Electrical and mechanical engineering	+14·9	—15·2	+ 25·3	— 20·3	+ 12·1	— 18·7	*+ 12·9*	*— 15·0*
Other manufacturing industries	+40·5	—44·7	+ 64·0	— 67·9	+ 72·4	— 71·6	*+172·0*	*— 70·7*
Distribution	+ 9·9	—11·2	+ 19·8	— 12·1	+ 9·2	— 12·2	*+ 8·4*	*— 12·1*
Other	+ 6·3	— 5·7	+ 3·6	— 5·6	+ 8·3	— 9·8	*+ 1·5*	*— 9·0*
Total	+71·6	—76·9	+112·7	—105·9	+102·0	—112·3	*+194·8*	*—106·7*
WESTERN EUROPE:								
Manufacturing industries	+ 8·7	—10·7	+ 16·9	— 13·0	+ 12·1	— 8·3	*+ 12·9*	*— 6·5*
Distribution	— 3·6	— 0·7	+ 3·3	— 1·2	+ 3·4	— 2·4	*+ 3·6*	*— 1·1*
Other	+ 1·1	— 2·9	— 2·9	— 3·6	+ 0·3	— 6·1	*+ 12·6*	*— 6·2*
Total	+ 6·1	—14·2	+ 17·3	— 17·8	+ 15·8	— 16·7	*+ 29·1*	*— 13·8*
TOTAL ALL AREAS:								
Electrical and mechanical engineering	+19·4	—19·6	+ 30·3	— 24·4	+ 13·2	— 19·9	*+ 18·5*	*— 15·2*
Other manufacturing industries	+44·8	—51·6	+ 76·2	— 77·3	+ 83·7	— 79·5	*+180·1*	*— 77·5*
Distribution	+ 7·7	—12·4	+ 23·1	— 13·6	+ 12·1	— 14·9	*+ 10·3*	*— 13·4*
Other industries, including banking	+15·3	—10·9	+ 7·0	— 11·4	+ 23·1	— 18·6	*+ 17·2*	*— 17·0*
Total	+87·3	—94·6	+136·6	—126·8	+132·1	—132·9	*+226·1*	*—123·1*
Including allowance for non-response	+87	—95	+146	—136	+135	—137	+236	—128

Notes to Table 4.
(1) Overseas investment in United Kingdom +; United Kingdom investment overseas —. Including long- and short-term investment and unremitted profits.
(2) United Kingdom credit +; United Kingdom debit —. Including unremitted profits.
(3) Coverage incomplete. See prefatory note to Table 4.
In the tables '0' means less than half the final digit shown. Owing to rounding the figures may not add through to the total.

Investment and Earnings by Size Group

This table, except for the bottom row of figures, is based on returns actually received and the individual figures do not include an allowance for non-response. To this extent the totals of these individual figures will not agree with Table 1. However, to indicate the extent to which returns are outstanding and to facilitate comparison with Table 1, a further row giving totals, inclusive of allowance for late returns is now given.

Table 5 (a) United Kingdom Direct Investment and Earnings Overseas (Excluding Oil and Insurance) by Size Group, 1960 and 1961

Size Group	1960 (1)				*1961* (1)			
	Investment of U.K. companies in branches, subsidiaries, etc., overseas		Earnings of U.K. companies in overseas branches, subsidiaries and associates		Investment of U.K. companies in branches, subsidiaries, etc., overseas		Earnings of U.K. companies in overseas branches, subsidiaries and associates	
	£ million	% of total	£ million	% of total	£ million	% of total	£ million	% of total
Loss	7·5	3	—11·0	—4	*—3·0*	*—1*	*—15·1*	*—6*
Profit £1-£10,000	7·5	3	1·9	1	*3·1*	*1*	*1·9*	*1*
£10,001-£50,000	20·4	9	12·0	5	*15·9*	*8*	*12·5*	*5*
£50,001-£100,000	10·3	4	12·1	5	*10·8*	*5*	*13·0*	*6*
£100,001-£250,000	27·4	11	28·5	11	*28·0*	*13*	*27·7*	*12*
Over £250,000	163·9	68	204·4	82	*151·8*	*73*	*193·1*	*83*
Unclassified	2·2	1	—	—	*1·0*	*0*	—	—
Total	239·4	100	247·9	100	*207·6*	*100*	*233·0*	*100*
Including allowance for non-responsive	247	—	258	—	226	—	251	—

Table 5 (b) Private Direct Investment and Earnings in the United Kingdom by Overseas Companies (Excluding Oil and Insurance) by Size Group, 1960 and 1961

Size Group	1960 (1)				*1961* (1)			
	Investment in U.K. of overseas companies in branches, subsidiaries, etc.		Earnings in U.K. of branches, subsidiaries and associates with overseas principals		Investment in U.K. of overseas companies in branches, subsidiaries, etc.		Earnings in U.K. of branches, subsidiaries and associates with overseas principals	
	£ million	% of total	£ million	% of total	£ million	% of total	£ million	% of total
Loss	5·1	4	—9·2	—7	*10·7*	*5*	*—15·1*	*—12*
Profit £1-£10,000	3·3	3	2·5	2	*6·5*	*3*	*1·8*	*1*
£10,001-£50,000	8·7	7	6·4	5	*12·5*	*6*	*7·5*	*6*
£50,001-£100,000	17·8	13	5·9	4	*5·8*	*3*	*7·5*	*6*
£100,001-£250,000	15·1	11	16·1	12	*9·4*	*4*	*17·8*	*14*
Over £250,000	81·9	62	111·2	84	*181·5*	*80*	*103·5*	*84*
Unclassified	0·2	0	• —	—	*—0·3*	*0*	—	—
Total	132·1	100	132·9	100	*226·1*	*100*	*123·1*	*100*
Including allowance for non-response	135	—	137	—	236	—	128	—

(1) Coverage incomplete – See prefatory note to Table 5. In the tables '0' means less than half the final digit shown. Owing to rounding the figures may not add through to the total.

The Economy—Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1957 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1957	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,029	—	16,029	15,271	15,271	7,637	3,493	922	699	591	1,205				
1958	100	100	100	100	100	101	100	100	100	100	100	+ 99	+ 36	+14	+16
1959	103	105	106	105	104	105	108	94	114	113	109	+173	+ 73	+15	+48
1960	108	112	114	110	108	108	118	110	124	129	114	+590	+520	+48	+35
1961	111	114	121	115	110	111	128	130	132	136	122	+292	+230	+36	+ 5
1962	111	115	126	120	112	111	126	115	124	139	127	+ 99	+ 42	— 4	+39
1961															
3rd Quarter	112	115	122	116	110	111	133	135	139	139	126	+ 29	+ 53	— 8	—24
4th Quarter	111	113	123	116	110	111	127	130	128	139	118	+ 54	+ 64	— 1	—11
1962															
1st Quarter	109	113	124	117	110	111	125	122	118	135	127	— 19	— 32	—16	+32
2nd Quarter	112	116	125	121	112	110	128	120	129	141	127	+ 39	+ 32	—10	—12
3rd Quarter	111	117	126	121	112	112	127	111	131	146	126	+ 66	+ 34	+20	Nil
4th Quarter	110	114	128	122	113	112	122	106	116	134	129	+ 13	+ 8	+ 2	+19
1962															
August	..	117	..	..	..	113	..	..	..	..	..	..	..	..	..
September	..	117	..	..	..	113	..	..	..	..	..	..	..	..	..
October	..	115	..	..	..	111	..	..	..	..	..	..	..	..	..
November	..	115	..	..	..	113	..	..	..	..	..	..	..	..	..
December	..	111	..	..	..	112	..	..	..	..	..	..	..	..	..
1963															
January	..	105*	..	..	..	112	..	..	..	..	..	..	..	..	..
February	..		..	..	..	111	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR					IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices														
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January, 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £ m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+329
1959	101	135	109·6	+0·6	103·4	114·3	117·4	433	+ 31	..	157	+21	..	106	105	+114
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—308
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 72
1962	114*	100*	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 67
1961																
3rd Quarter	124	107	115·3	+4·2	104·6	119·4	130·7	262	— 20	—34	236	— 5	+ 7	115	117	+ 12
4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+ 77	+49	175	—61	—32	115	115	— 1
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 19
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 31
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 19
4th Quarter	114*	100*	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 36
1963																
1st Quarter					103·5*	121·1*		627	+136	—58	113	— 7	+33			
1962																
August	119	93	119·4	+3·2	102·0	120·8	137·3	392	+ 21	+ 9	154	—13	— 8	124	117	..
September	119	92	119·3	+3·3	101·9	121·1	137·5	407	+ 15	+13	147	— 7	— 8	120	123	..
October	118*	98*	119·1	+2·9	102·1	121·1	137·6	456	+ 49	+26	131	—16	—11	124	127	..
November	116*	101*	119·6	+2·3	102·6	121·1	138·5	497	+ 41	+18	118	—13	—14	118	115	..
December	114*	100*	120·2	+2·6	102·9	121·0*	138·8	520	+ 23	— 1	110	— 8	—12	117	119	..
1963																
January	115*	100*	120·7	+2·7	103·6*	121·1*	139·1	605	+ 85	+41	108	— 2	— 1	116	117	..
February		100*	121·7	+3·5	103·3*	121·2*	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March					103·7*	121·2*		628	— 19	—19	122	+12	+10			..

†NOT seasonally adjusted. *Provisional.

World Trade and Production June-September 1962

SEASONALLY adjusted data on world (1) trade is now sufficiently complete for reliable estimates to be made for the third quarter of 1962. Total world exports in this period continued to increase although the rate of increase was lower than the substantial rate of increase shown in the second quarter. Exports from industrial countries continued to increase in the third quarter but it is estimated that the fourth quarter will be little different from the third quarter level. The rate of increase of exports between industrial countries in the third quarter was lower than in any recent quarter. Exports from industrial countries to primary producers continued to recover from the low first quarter level and in the third quarter were slightly above the level of a year earlier. Exports from primary producers after showing a sharp increase in the second quarter are estimated to have shown some further increase in the third quarter. Imports into industrial countries had begun to rise again in the third quarter of last year.

Seasonally adjusted figures are not available for exports of manufactures by the main manufacturing countries (2), but comparison with a year earlier suggests that the rate of growth was slowing after the first half of 1962. In the third quarter, Japan, Switzerland, Belgium/Luxembourg, the United States, the Netherlands and Italy all showed increases compared with a year earlier which were greater than or about the same as the world average increase of about 6 per cent. Exports from the United Kingdom showed a rate of increase below that recorded in the second quarter.

The increase in total exports (including unmanufactured products) from European OECD countries which occurred in the first half of 1962 was continued in the second half year although there was some slowing down in European OECD intra-trade. United Kingdom exports ceased to rise after the second quarter. There was some hesitation during the second half of last year in the growth of German and Italian exports; French exports regained the level of the first quarter. Exports from the United States turned down after the second quarter.

The growth of total imports into European OECD countries accelerated in the second half of 1962, imports into France, Germany and Italy were all moving up fast. Imports into the United Kingdom increased up to the third quarter and then fell back; this was also the pattern of United States imports.

Industrial Production

World industrial production continued to increase in the second half of 1962 although the rate of increase was slowing down. United States production has remained on a plateau since the middle of the year and there was a slowing down in Europe.

Production in the European Economic Community increased little in the summer and the autumn recovery was not quite strong enough to bring the increase during the second half of the year up to the rate during the first half. France was the only individual country to show continuously expanding production. United Kingdom production increased up to the third quarter but then fell back.

(1) 'World' excludes Soviet Russia, Eastern Europe and the People's Republic of China.
(2) OECD countries and Japan.

World Trade Adjusted for Seasonal Variations
Quarters or Quarterly Averages

TABLE 1. U.S. $ Thousand Million

	Exports From					Imports Into		
	Industrial Countries							
	To Industrial Countries	To Primary Producers	Total	Primary Producers	World	Industrial Countries	Primary Producers	World
1957	10·5	6·39	16·9	7·81	24·7	18·1	9·03	27·1
1958	9·8	6·27	16·1	7·41	23·5	16·9	8·49	25·4
1959	11·0	6·16	17·2	7·82	25·0	18·4	8·31	26·7
1960	12·7	7·00	19·7	8·26	28·0	20·6	9·21	29·8
1961	13·7	7·12	20·9	8·42	29·3	21·8	9·42	31·2
1962			21·8P					
1960 1st quarter	12·7	6·82	19·5	8·15	27·6	20·3	8·90	29·2
2nd quarter	12·5	6·88	19·4	8·52	27·9	20·3	9·29	29·6
3rd quarter	12·7	7·02	19·7	8·24	27·9	20·6	9·18	29·8
4th quarter	13·0	7·29	20·3	8·14	28·4	21·1	9·45	30·6
1961 1st quarter	13·3	7·28	20·6	8·16	28·8	21·1	9·53	30·7
2nd quarter	13·6	6·88	20·4	8·57	29·0	21·3	9·43	30·7
3rd quarter	13·9	7·16	21·1	8·53	29·6	21·8	9·29	31·1
4th quarter	14·1	7·16	21·3	8·43	29·7	23·0	9·41	32·4
1962 1st quarter	14·4	6·91	21·3	8·45	29·8	23·1	9·34	32·4
2nd quarter	14·8	7·14	21·9	8·68	30·6	23·1	9·30	32·4
3rd quarter	15·0P	7·17P	22·2	8·8P	31·0P	23·8		

Notes:
(1) Excluding Soviet Russia, Eastern Europe and People's Republic of China.
(2) Excluding United States Special category exports.
(3) Industrial countries are OECD member countries and Japan.
P = Provisional.

Exports from OECD Countries Adjusted for Seasonal Variations
Quarters or Quarterly Averages

TABLE 2. U.S. $ Thousand Million

	Exports (f.o.b.) From								
	U.S.A.	Canada	European OECD	United Kingdom	EEC	Germany (F.R.) (a)	France (b)	Italy	European OECD Intra-Trade
1957	5·16	1·29	10·1	2·42	5·62	2·15	1·28	0·64	5·30
1958	4·43	1·27	10·1	2·35	5·69	2·20	1·28	0·63	5·15
1959	4·34	1·35	10·9	2·42	6·31	2·45	1·40	0·73	5·73
1960	5·08	1·39	12·5	2·57	7·43	2·86	1·72	0·92	6·83
1961	5·16	1·46	13·4	2·69	8·09	3·17	1·81	1·05	7·72
1962	5·34	1·49	14·2	2·77	8·56	3·32	1·84	1·17	8·52
1960 1st Quarter	4·85	1·47	12·4	2·63	7·38	2·78	1·79	0·89	6·57
2nd Quarter	5·08	1·05	12·4	2·56	7·34	2·76	1·68	0·95	6·71
3rd Quarter	5·12	1·40	12·4	2·54	7·36	2·82	1·69	0·92	6·89
4th Quarter	5·12	1·36	12·7	2·56	7·56	2·99	1·71	0·92	7·05
1961 1st Quarter	5·24	1·39	13·1	2·69	7·85	3·11	1·75	0·98	7·42
2nd Quarter	4·90	1·43	13·3	2·67	8·10	3·21	1·82	1·02	7·70
3rd Quarter	5·18	1·46	13·7	2·72	8·31	3·26	1·86	1·09	7·95
4th Quarter	5·36	1·50	13·7	2·70	8·18	3·16	1·81	1·15	7·94
1962 1st Quarter	5·19	1·45	13·8	2·68	8·45	3·24	1·86	1·14	8·22
2nd Quarter	5·54	1·52	14·1	2·80	8·58	3·33	1·81	1·19	8·46
3rd Quarter	5·47	1·46	14·2	2·80	8·53	3·39	1·83	1·17	8·68
4th Quarter	5·23	1·54	14·4	2·79	8·70	3·35	1·87	1·22	8·78

(a) Includes Saar from July 1959. (b) Includes Saar up to June 1959.

(Tables continued on next page)

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World Trade and Production (*Continued*)

Imports into OECD Countries Adjusted for Seasonal Variations
Quarters or Quarterly Averages

TABLE 3. U.S. $ Thousand Million

	Imports (c.i.f.) into							
	U.S.A. (c)	Canada (c)	European OECD	United Kingdom	EEC	Germany (FR) (a)	France (b)	Italy
1957	3·23	1·47	11·8	2·85	6·21	1·88	1·54	0·91
1958	3·18	1·34	11·0	2·65	5·74	1·85	1·40	0·79
1959	3·75	1·47	11·7	2·79	6·05	2·09	1·28	0·84
1960	3·66	1·42	13·8	3·19	7·40	2·54	1·57	1·19
1961	3·59	1·43	14·7	3·08	8·04	2·74	1·67	1·31
1962	4·06	1·47	16·0	3·14	8·93	3·05	1·85	1·54
1960 1st quarter	3·76	1·47	13·3	3·08	7·20	2·43	1·56	1·15
2nd quarter	3·80	1·41	13·6	3·16	7·27	2·56	1·49	1·15
3rd quarter	3·64	1·39	14·0	3·25	7·48	2·52	1·61	1·23
4th quarter	3·39	1·40	14·2	3·29	7·56	2·62	1·58	1·25
1961 1st quarter	3·35	1·38	14·4	3·23	7·86	2·59	1·65	1·29
2nd quarter	3·42	1·37	14·6	3·04	8·01	2·75	1·66	1·30
3rd quarter	3·82	1·45	14·7	3·00	8·02	2·75	1·64	1·33
4th quarter	3·88	1·50	15·3	3·04	8·37	2·84	1·80	1·36
1962 1st quarter	3·89	1·48	15·5	3·08	8·56	2·97	1·73	1·44
2nd quarter	4·04	1·46	15·7	3·12	8·73	3·06	1·76	1·44
3rd quarter	4·21	1·53	16·3	3·23	9·00	3·06	1·92	1·58
4th quarter	4·12	1·41	16·6	3·19	9·29	3·12	1·99	1·68

(a) Includes Saar from July 1959. (b) Includes Saar up to June 1959. (c) Imports are valued f.o.b.

Sports Equipment Sold to 150 Countries

'We make and sell one golf ball every second of the year throughout the world,' said Mr. George Carr, general manager of Dunlop Sports Company, when he recently announced the companys export record. It was stated that by selling over £1,300,000 worth of sports equipment to 150 countries during 1962, Dunlop accounted for over a quarter of the total exports of sports goods from Britain.

The company also claim that nearly two-thirds of the golf balls exported from Britain were sold by them. Tennis balls—with their internal pressure calculated to give accurate bounce despite different climatic conditions—have also been sold in increasing quantities although the trade total is down. This is in addition to sales from our 11 factories situated in Eire, Germany, France, U.S.A., South Africa, Japan, Australia and New Zealand, added Mr. Carr. Dunlop also have five factories in the U.K. making sports equipment — at Liverpool, Waltham Abbey, Redditch, Glasgow and Great Chesterford.

Exporters

THE services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

Index Numbers of Industrial Production Adjusted for Seasonal Variations

TABLE 5. 1953 = 100.

	Industrial Countries (a)	United States	European OECD	United Kingdom	EEC	France (b)	Germany (F.R.)	Italy	Japan
1957	119	110	131	116	140	139	147	138	169
1958	115	102	133	114	144	145	152	143	169
1959	127	116	141	120	153	150	162	158	210
1960	135	119	155	129	171	167	180	182	265
1961	140	120	162	130	182	175	190	202	323
1962	149	130	163	131			199	221	
1960 1st Quarter	135	121	153	128	168	167	176	177	251
2nd Quarter	135	120	155	129	171	171	179	181	256
3rd Quarter	136	119	157	130	174	177	180	184	271
4th Quarter	134	115	160	129	178	181	186	187	282
1961 1st Quarter	134	113	161	129	180	180	191	193	300
2nd Quarter	139	119	163	131	182	182	190	198	313
3rd Quarter	142	123	163	130	182	184	188	202	332
4th Quarter	144	126	165	128	188	191	192	215	347
1962 1st Quarter	146	127	168	128	191	193	195	219	355
2nd Quarter	149	130	170	131	194	196	199	219	356
3rd Quarter	150	131	171	133	195	199	199	219	352
4th Quarter	151	131	173	131	199P	204	203	229	349P

(a) OECD countries and Japan. (b) Annual figures are not average of quarterly figures. P = Provisional.

Exports of Manufactures by the Main Manufacturing Countries
Quarters or Quarterly Averages

TABLE 4. U.S. $ Thousand Million. Percentage increase over year earlier in brackets.

	United Kingdom	Germany (F.R.)	Belgium-Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States*	Canada	Japan	Total
1957	1·90 (5·5)	1·87 (18·2)	0·63 (—0·2)	0·85 (13·2)	0·41 (19·1)	0·37 (9·9)	0·30 (14·8)	0·36 (8·5)	2·71 (11·5)	0·59 (4·7)	0·63 (16·4)	10·62 (10·9)
1958	1·86 (—2·0)	1·94 (4·1)	0·61 (—3·3)	0·90 (6·0)	0·43 (6·5)	0·41 (8·6)	0·32 (5·2)	0·35 (—1·3)	2·44 (—9·8)	0·56 (—5·1)	0·63 (—1·1)	10·46 (—1·5)
1959	1·95 (4·8	2·17 (11·6)	0·67 (9·5)	1·04 (15·4)	0·50 (16·4)	0·47 (15·9)	0·34 (7·8)	0·39 (8·8)	2·41 (—1·5)	0·60 (7·2)	0·76 (20·8)	11·30 (8·0)
1960	2·08 (6·5)	2·53 (16·8)	0·77 (14·3)	1·27 (21·3)	0·68 (34·4)	0·53 (12·2)	0·40 (17·9)	0·43 (11·5)	2·83 (17·7)	0·63 (5·3	0·90 (18·8)	13·04 (15·5)
1961	2·16 (3·8)	2·80 (10·6)	0·79 (3·4)	1·30 (2·9)	0·79 (16·7)	0·58 (9·0)	0·45 (11·9)	0·47 (8·8)	2·84 (0·1)	0·63 (0·2)	0·94 (4·5)	13·75 (5·4)
1960 1st Quarter.	2·17 (16·8)	2·41 (29·5)	0·78 (28·9)	1·36 (53·7)	0·64 (56,0)	0·52 (21·7)	0·40 (31·2)	0·39 (14·4)	2·65 (13·1)	0·62 (33·5)	0·78 (23·0)	12·72 (25·5)
2nd Quarter.	2·15 (7·2)	2·43 (14·8)	0·79 (19·2)	1·27 (15·2)	0·68 (53·3)	0·52 (9·4)	0·38 (9·2)	0·41 (11·5)	3·01 (20·5)	0·62 (0·6)	0·86 (18·1)	13·11 (15·7)
3rd Quarter.	1·92 (3·6)	2·43 (12·2)	0·71 (6·0)	1·12 (15·2)	0·68 (23·5)	0·51 (11·4)	0·37 (21·4)	0·42 (10·1)	2·79 (19·2)	0·62 (4·7)	0·94 (22·1)	12·50 (13·1)
4th Quarter.	2·08 (—0·9)	2·86 (13·1)	0·79 (5·8)	1·32 (6·4)	0·70 (15·6)	0·57 (7·9)	0·46 (12·7)	0·50 (10·6)	2·89 (18·0)	0·65 (—8·7)	1·02 (13·7)	13·85 (9·3)
1961 1st Quarter.	2·21 (2·1)	2·62 (8·8)	0·75 (—3·9)	1·30 (—3·9)	0·75 (16·2)	0·59 (14·5)	0·42 (5·1)	0·44 (12·7)	2·86 (7·8)	0·58 (—6·9)	0·84 (7·4)	13·36 (5·1)
2nd Quarter.	2·22 (3·6)	2·83 (16·3)	0·82 (3·8)	1·33 (4·8)	0·74 (9·3)	0·56 (7·7)	0·45 (18·9)	0·45 (8·9)	2·87 (—4·5)	0·63 (1·7)	0·90 (4·4)	13·80 (5,3)
3rd Quarter.	2·05 (6·6)	2·79 (14·7)	0·77 (9·1)	1·20 (6·7)	0·80 (17·8)	0·56 (10·2)	0·43 (18·2)	0·46 (9·5)	2·69 (—3·7)	0·65 (3·6)	0·96 (1·8)	13·35 (6·8)
4th Quarter.	2·15 (3·2)	2·96 (3·8)	0·83 (5·0)	1·38 (4·8)	0·86 (23·3)	0·59 (4·0)	0·49 (7·0)	0·52 (5·0)	2·93 (1·2)	0·66 (2·2)	1·07 (4·7)	14·47 (4·5)
1962 1st Quarter	2·19 (—1·2)	2·79 (6·3)	0·88 (18·1)	1·38 (5·9)	0·85 (13·6)	0·60 (0·9)	0·48 (14·1)	0·49 (11·0)	2·92 (2·1)	0·62 (6·6)	0·90 (7·6)	14·09 (5·4)
2nd Quarter.	2·33 (4·6)	2·93 (3·5)	0·89 (8·5)	1·33 (—)	0·87 (16·5)	0·61 (10·2)	0·53 (17·7)	0·50 (11·2)	3·18 (10·8)	0·70 (10·5)	1·06 (17·8)	14·91 (8·1)
3rd Quarter.	2·09 (2·3)	2·88 (3·3)	0·83 (6·9)	1·23 (2·8)	0·84 (15·5)	0·59 (6·0)	0·44 (1·8)	0·50 (9·1)	2·85 (6·0)	0·68 (5·2)	1·18 (23·0)	14·11 (5·7)

Exports from the 11 countries shown of Sections 5-8 of the Standard International Trade Classification, Revised (excluding United States exports of Special Category goods). In 1957 these exports accounted for 88 per cent. of exports of these goods from all countries in the world other than Soviet Russia, Eastern Europe and People's Republic of China.
*Goods valued at approximately $185 millon were removed from the list of Special Category goods during 1957 and this amount should be added to the figures for that year when comparing with later periods.

Wholesale Price Index Numbers

Slight Easing in Materials Prices

BASIC MATERIALS prices, which increased steadily between last September and January, have now eased back a little in each of the last two months. The fall has been confined to the food sector, though in the non-food sector there has been no further increase since January. For the first quarter as a whole materials prices in the food sector averaged 5 per cent. more than in the third quarter last year, and in the non-food sector a little over 1 per cent. more.

Prices of manufactured products sold in the home market have shown little change in the first three months of this year. The index in the first quarter is estimated at 119·4, compared with 119·2 in the preceding quarter and 118·1 in the first quarter of 1962. Output

1. Materials Purchased by Broad Sectors of Industry — 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962				1963	1962						1963		
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	March	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	101·6	100·9	99·5	100·4	102·0*	101·6	99·0	99·0	99·5	100·4	101·5	102·4*	102·0*	101·7*
	Basic materials	97·1	96·3	94·7	95·7	97·4*	97·1	94·2	94·1	94·7	95·6	96·8	97·9*	97·4*	97·0*
	Fuel	136·5	135·9	136·4	137·1	137·2*	136·5	136·4	136·6	136·6	137·2	137·4	137·2*	137·2*	137·2*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	104·0	103·3	102·2	102·5	103·5*	103·8	102·0	101·9	102·1	102·6	102·9	103·6*	103·3*	103·7*
	Basic materials other than fuel	98·3	97·5	96·2	96·5	97·7*	98·1	96·0	95·9	96·1	96·6	96·8	97·8*	97·4*	97·8*
211 to 229	Materials and fuel used in the food manufacturing industries.	96·4	95·1	93·5	96·1	98·7*	96·4	92·7	93·0	94·0	95·7	98·5	99·6*	99·0*	97·5*
263 to 277	Materials and fuel used in the chemicals and allied industries.	106·0	104·8	104·3	104·3	105·1*	105·4	104·4	104·3	103·9	104·3	104·6	104·6*	105·1*	105·6*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	129·6	130·3	130·2	130·5	130·6*	130·3	130·2	130·1	130·4	130·5	130·5	130·5*	130·6*	130·6*
361	Materials and fuel used in the electrical machinery industry.	119·5	120·2	120·1	120·3	120·4*	120·2	120·1	120·1	120·2	120·4	120·4	120·4*	120·4*	120·4*
Order X	Materials and fuel used in the textile industries	91·5	91·6	90·5	91·4	94·5*	91·7	90·1	90·1	90·6	91·4	92·3	94·4*	94·5*	94·9*
Order XIV	Materials and fuel used in the timber industries	109·6	109·0	109·1	108·9	109·0*	109·2	109·0	109·1	109·0	108·8	108·9	109·0*	109·0*	108·1*
Order XV	Materials and fuel used in the paper industries	107·4	106·9	104·8	104·2	105·3*	107·4	104·7	104·9	103·6	104·6	104·5	105·1*	105·4*	105·3*
Order XVII	Construction materials	119·8	120·5	120·6	120·8	120·9*	120·1	120·6	120·6	120·8	120·8	120·9	120·9*	120·9*	121·0*
Part of Order XVII	House building materials	119·6	120·1	120·4	120·6	120·7*	119·6	120·4	120·4	120·6	120·5	120·6	120·6*	120·7*	120·7*

* Provisional figure.

2. Output of Broad Sectors of Industry — 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962				1963	1962						1963		
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	March	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	March
Orders III to XVI	All manufactured products: Total sales	117·5	117·6	118·3	118·7	118·9*	117·7	118·2	118·5	118·7	118·7	118·8	118·9*	119·0*	118·9*
	Home market sales	118·1	118·3	118·8	119·2	119·4*	118·3	118·8	119·0	119·1	119·1	119·3	119·4*	119·4*	119·4*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	118·9	119·0	119·6	120·1	120·2*	119·1	119·6	120·0	120·1	120·1	120·1	120·1*	120·2*	120·2*
	Home market sales	120·2	120·3	120·8	121·1	120·1*	120·3	120·8	121·1	121·1	121·1	121·0	121·1*	121·2*	121·2*
211 to 229	Products of the food manufacturing industries: Home market sales	110·2	110·6	111·5	112·3	113·2*	110·6	111·2	111·7	111·8	112·0	113·1	113·4	113·4*	112·9*
263 to 277	Chemicals and allied industries: Total sales	103·1	102·7	102·4	102·2	102·5*	103·1	102·4	102·7	102·4	102·0	102·1	102·4*	102·5*	102·6*
	Home market sales	105·1	104·6	104·2	103·9	104·0*	105·1	104·3	104·5	103·8	103·9	104·1	103·9*	104·0*	104·2*
311 and 312	Iron and steel industries: Total sales	127·6	129·0	129·0	129·0	129·1*	128·8	128·8	128·9	129·1	128·8	129·2	129·1	129·1*	129·1*
	†Home market sales	131·8	133·9	133·8	133·8	133·9*	133·7	133·8	133·8	133·8	133·8	133·8	133·9	133·9*	133·9*
Order X	Textile industries other than clothing: Total sales	104·1	103·7	103·7	103·9	104·9*	104·2	103·8	103·8	103·5	103·8	104·5	104·9*	105·0*	105·1*
	Home market sales	102·7	102·5	102·4	102·5	103·0*	102·6	102·4	102·4	102·3	102·5	102·6	102·7	103·1*	103·3*
Order XII	Clothing and footwear: Home market sales	109·9	110·6	110·6	110·6	110·5*	110·0	110·6	110·6	110·6	110·6	110·5	110·5	110·5*	110·5*
Order XIV	Timber industries: Home market sales	112·2	112·0	112·0	112·1	112·0*	112·2	111·9	112·1	112·1	112·1	112·1	112·1*	112·0*	112·0*
481 to 483	Paper industries: Home market sales	111·1	111·1	111·0	111·1	111·3*	111·1	111·0	111·1	111·1	111·1	111·0	111·3*	111·3*	111·3*
Order XVII	New construction‡	121	122	123	123	125*	121		123			123			125*

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs; figures relate to average for the quarter.

Wholesale Price Index Numbers (*Continued*)

prices of the non-food sector have shown little change since last September. Those of the food manufacturing industries, despite a fall in March, were nearly 1 per cent. higher in the first quarter than in the previous quarter, and nearly 3 per cent. more than a year earlier.

Materials and Fuel used in Broad Sectors of Industry

There was a further drop in the food sector index this month; the fall of 1½ per cent. was due largely to lower prices for bacon-factory pigs, for imported grains (apart from maize), and for bacon imported for smoking. The rise of 0·5 per cent. in the index for chemical materials was mainly caused by higher prices for animal and vegetable oils. The indices for the two engineering sectors were again unchanged – these have altered only marginally since last November. Higher wool prices were mainly responsible for the further rise in the prices of textile materials in March. This index is now more than 5 per cent. above the low point reached last September, and at 94·9 is the highest point reached for nearly two years. Materials used in the timber industry also increased a little in March, but average prices of materials used in the paper industry fell slightly. The cost of construction materials moved up a little, but prices of house building materials were at the same level as a month earlier.

Output of Broad Sectors of Industry

The index for food products fell by 0·5 per cent. during March, slight increases in the price of sugar, chocolate confectionery and wheat offals being more than offset by a fall in bacon prices. The price index of home market sales of the chemicals and allied industries rose a little more, reflecting higher prices for some oils and for paint. There was also a further rise in the index for textile products, but those for the other sectors of manufacturing industry were unchanged. The index of construction is estimated at 125 for the first quarter of this year, compared with 123 in the previous quarter and 121 a year earlier.

3 (a). Commodities Produced in the United Kingdom — 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 15, 1963. (monthly averages)

	1962		1963		
	March	Sept.	Jan.	Feb.	March
Coal†	151·5	150·9	155·7	155·8*	155·9*
Slates	141·1	150·7	150·7	150·7	150·7
Salt	114·3	114·0	114·3	114·3	114·3
Flour	113·0	113·0	110·9	110·9	110·9
Sugar, refined	116·4	112·9	132·3	128·7	129·3
Chocolate and sugar confectionery	102·0	105·6	105·7	105·8*	105·8*
Beer	101·3	102·5	103·2	103·7	103·7*
Tobacco and cigarettes	126·8	126·8	126·8	126·8	126·8
Hard coke	164·0	164·0	164·0	164·0	164·0
Motor spirit, standard grade (including duty)	109·4	109·4	109·4	109·4	109·4
Medium fuel oil (950 secs.)	140·8	§138·9	138·9	138·9	138·9
Lubricating oils and greases	124·2	126·6	126·6	126·6	126·6*
General chemicals	102·5	101·3	98·9	98·9*	98·9*
Pharmaceutical chemicals	75·1	68·7	68·3	66·1	66·1*
Pharmaceutical preparations	98·4	99·2	98·0	98·4*	98·3*
Toilet preparations	121·1	125·8	128·3	128·3	128·2
Paint for building and decorating	112·9	112·9	112·8	112·9*	113·5*
Soap	133·4	134·1	134·8	134·8	134·8*
Soapless detergents	98·4	98·4	100·8	100·8	100·7
Synthetic resins and plastic materials	78·2	78·3	77·7	77·7*	77·7*
Steel sheets	133·9	133·7	133·7	133·7	133·7
Tinplate	120·8	120·8	120·3	120·3	120·3
Other steel goods (sxcluding tubes)	133·4	133·4	133·5	133·5*	133·5*
Steel tubes	137·4	138·7	138·7	138·7	138·7
Iron castings	140·6	142·5	143·2	143·1	143·1*
Aluminium and aluminium alloy products:					
Extruded and drawn	132·3	132·3	132·3	132·3	132·3
Rolled	123·8	122·8	122·8	122·8	122·8
Castings	128·8	127·4	128·3	128·3	129·1
Forgings	128·7	128·7	128·7	128·7	128·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	103·3	94·3	95·3	95·6	96·1
Photographic paper and films, etc.	117·8	119·6	120·4	120·4*	120·4*
Spectacles, etc.	115·6	121·5	121·5	121·5	122·3*
Dental goods	126·5	126·7	129·6	129·6*	129·6*
Gramophone records	115·7	117·2	119·9	119·9	119·9*
Domestic electrical appliances	101·2	102·2	99·4	99·3*	99·3*
Perambulators, etc.	119·2	120·6	120·6	120·6*	120·6*
Tools and implements	135·0	136·4	137·9	137·9	137·9*

	1962		1963		
	March	Sept.	Jan.	Feb.	March
Cutlery	127·9	128·2	128·8	129·9	130·0*
Cutlery (other than razors and razor blades)	124·2	121·1	123·0	126·3	126·5*
Spoons and forks	134·0	136·7	139·5	140·5	140·5*
Galvanized cisterns, tanks and cylinders	139·0	145·0	145·0	145·0	145·0
Domestic hollow-ware	138·3	138·1	138·0	138·5*	138·5*
Domestic gas appliances	108·3	109·5	110·8	110·8	109·9
Cotton yarn	91·1	89·7	88·9	88·8	88·5
Spun rayon yarn	92·8	91·0	91·4	91·1	91·4*
Irish linen yarns (wetspun)	101·1	101·2	106·1	110·0	110·0*
Cotton cloth	98·3	95·3	95·5	95·5*	95·5*
Linen	103·9	104·8	108·9	110·5	110·5*
Rayon and acetate fabric	113·7	111·9	111·7	111·3*	111·2*
Wool tops	78·6	77·1	82·9	84·7	85·5
Worsted yarns	89·0	87·9	93·2	94·4	94·5
Harris tweed	100·0	100·0	100·0	100·0	100·0
Serge cloth	90·3	90·6	93·1	95·0	94·9
Jute yarn	112·7	105·6	107·7	105·7	104·2
Jute piece-goods	109·6	107·0	108·7	107·1	105·9
Rope, twine and net	111·0	110·9	112·5	113·8	119·0*
Hosiery and other knitted goods	95·8	95·2	94·7	94·9*	94·9*
Carpets and rugs	113·8	119·0	119·1	119·1*	119·1*
Canvas goods and sacks	111·0	110·4	107·9	107·9	107·9*
Leather for footwear	105·3	104·8	105·7	105·2*	105·2*
Travel goods	117·1	118·1	118·2	118·7	118·7
Made-up clothing	109·1	109·6	109·5	109·6*	109·5*
Weatherproof outerwear	102·1	101·8	102·1	102·1*	102·1*
Men's and boys' tailored outerwear	110·9	111·4	111·2	111·2*	111·2*
Women's and girls' tailored outerwear	105·6	107·7	107·0	107·0*	107·1*
Women's and girls' light outerwear	107·3	107·8	108·2	108·4*	108·4*
Footwear (excluding rubber)	111·8	112·1	112·1	112·1*	112·2*
Refractory goods, including bricks	136·8	139·3	144·6	144·6	144·6
Non-refractory goods, including bricks	122·2	123·0	123·1	123·1	123·1*
Building bricks, common, other than fletton, *ex works.*	124·4	124·1	124·7	124·7	124·7*
Building bricks, fletton common, *delivered.*	115·8	115·8	115·8	115·8	115·8
Electrical porcelain	122·5	123·8	123·8	123·8	123·8
Domestic china and earthenware	128·4	135·5	135·5	135·5	135·5
Glass (other than containers)	128·6	128·6	128·6	129·0*	129·0*
Glass containers	122·3	122·3	122·3	122·3*	122·3*

† This index is based on prices ruling on the last day of the month.
* Provisional figure.
§ Revised figure.

Wholesale Price Index Numbers (*Continued*)

3 (a). (*Continued*). Commodities Produced in the United Kingdom — 1954 = 100

(monthly averages)

	1962		1963		
	March	Sept.	Jan.	Feb.	March
Cement, delivered	120·0	120·0	120·0	120·0	120·0
Abrasive paper and cloth	123·4	123·4	125·2	125·2	125·2
Cast stone and cast concrete products	109·0	109·0	109·0	109·0*	109·0*
Home-grown hardwood	98·1	97·4	97·4	97·4*	97·4*
Domestic furniture	116·8	116·4	116·4	116·3*	116·3*
Bedding, etc.	109·1	109·2	109·1	109·1	109·1
Wooden boxes, packing cases, crates, etc.	113·7	114·8	115·2	115·2	115·2*
Paper and board	109·5	109·8	109·7	109·7*	109·7*
Cardboard boxes, cartons and fibreboard packing cases.	109·8	109·5	110·2	110·2	110·1*
Wallpaper	131·2	131·2	131·2	131·2	131·2
Paper bags	112·2	112·2	112·2	112·2	112·2
Manufactured stationery	118·1	118·2	119·1	119·1	119·1*

	1962		1963		
	March	Sept.	Jan.	Feb.	March
Other manufactures of paper and board	102·7	102·4	102·1	102·1*	102·1*
Rubber tyres and tubes	121·1	120·2	122·6	122·6	123·4
Rubber goods (other than tyres and tubes)	117·1	115·2	115·5	115·3	115·8*
Rubber footwear	126·5	125·9	125·9	125·9	125·9*
Linoleum and felt base	127·5	126·5	126·5	126·5	126·5
Brushes and brooms	127·7	131·7	132·4	134·0*	134·5*
Toys and games	116·6	116·6	117·7	118·1	118·1*
Sports equipment	128·5	129·1	131·9	133·8	133·8*
Pens and pencils	112·7	112·7	113·3	113·3*	113·3*
Other stationers' goods	125·5	126·9	126·9	126·9	126·9
Plastic mouldings	102·1	102·1	103·4	103·4*	103·4*

* Provisional figure.

3 (b). Commodities Wholly or Partly Imported into the U.K. — 1954 = 100

(monthly averages)

	1962		1963		
	March	Sept.	Jan.	Feb.	March
Hides and skins	98·5	93·0	87·3	82·6*	82·1*
Imported	107·6	100·2	95·1	90·9*	91·6*
Native	85·0	82·2	75·5	70·2	67·9*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	115·4	115·4	115·4	115·4	115·4
Copper, ex-ship, wharf or warehouse	94·4	94·2	94·2	94·2	94·2
Lead, ex-ship, wharf or warehouse	62·8	53·8	56·2	56·7	57·8
Nickel, refined, delivered	135·6	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent., settlement price	133·6	118·2	118·3	118·3	118·9
Zinc, ex-ship, wharf or warehouse	88·6	81·9	86·3	88·9	91·5
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	144·8	127·4	110·4	110·4	115·2
Palm oil, c.i.f., in bulk	96·0	88·6	92·6	93·3	93·3
Whale oil, acid, soft, naked, ex-works	70·0	68·7	56·4	54·9	59·8
Pyrites, c.i.f., United Kingdom ports	60·8	58·0	59·4	56·6	56·6
Rubber, No. 1 R.S.S. one month future	118·3	109·5	116·8	116·0	111·6*
Sulphur, crude (for acid making), c.i.f.	74·1	74·1	67·8	67·8	67·8

	1962		1963		
	March	Sept.	Jan.	Feb.	March
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	160·7	156·2	156·0	154·9	154·3
Cotton, raw	73·8	71·9	72·2	72·0	71·9
Jute, raw, 'Mill Lightnings', c.i.f. Dundee	128·2	115·1	134·3	129·3	126·2*
Jute, raw, 'Mill Hearts', c.i.f. Dundee	113·0	111·9	114·0	112·5	112·4*
Silk, raw, delivered mill	107·3	121·0	157·2	165·3	170·5*
Sisal, East Africa No. 1 Grade, c.i.f. London	113·8	116·6	150·1	160·4	171·0
Wool, raw	77·7	74·4	83·8	82·9	84·7*
Crossbred, medium and coarse, c.i.f. U.K.	84·1	82·8	92·9	88·9	90·7
Crossbred, fine, c.i.f. U.K.	78·2	75·3	86·2	85·2	87·2
Merino, c.i.f. U.K.	73·8	69·6	79·8	79·0	81·2
Timber:					
Imported hardwood (ex-yard or wharf)	110·5	109·3	109·6	109·7*	109·7*
Imported plywood (delivered to consumers)	99·9	97·8	98·5	99·0	99·0*
Imported softwood (delivered to consumers)	104·1	103·8	103·6	103·5	103·5*
Woodpulp, imported	96·5	93·0	93·6	93·6	93·6

* Provisional figure.

Notes on Wholesale Prices

In future, the notes on index numbers of wholesale prices (1954 = 100) will be published only in the annual article, which normally appears in February. They were last published in the issue of February 15, 1963.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 202, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7299 or 7250.

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Orders in the Textile and Clothing Industries

THE VOLUME of orders-on-hand at the end of February, 1963, in the textile and clothing industries considered as a group, was at about the same level as at the end of January. Compared with a year earlier, deliveries in February were 4 per cent. less but the rate of receipt of net new orders 3 per cent. more.

Textile and Clothing Industries (a)
Index Numbers of the Volume of Total Orders and Deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	99	92	93
1962 1st quarter	98	91	96
2nd quarter	99	90	91
3rd quarter	92	83	89
4th quarter	100	103	97
1962 January	102	82	86
February	101	96	102
1963 January*	100	86	85
February*	100	99	97

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months, but not for holidays or for any other seasonal variations.
*Provisional.

Output of the Wool Textile Industry

THE VOLUME of production in the wool textile industry in February was at about the same level as a year earlier.

Figures issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, production of tops was at about the same level as in February 1962. Deliveries of worsted yarns were 2 per cent. more than in the same month last year but deliveries of woven fabrics (excluding blankets) were 4 per cent. less.

Output of the Wool Textile Industry

	Consumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets (c)		Blankets (b)
					Woollen	Worsted	
Quarterly average	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. sq. yds.	Mn. sq. yds.	Mn. sq. yds.
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1961 1st quarter	125·5	86·2	74·0	64·4	45·0	46·4	8·6
2nd quarter	124·5	85·5	71·0	62·7	45·8	41·0	6·5
3rd quarter	106·0	72·1	64·0	56·4	46·1	37·7	8·4
4th quarter	115·9	76·4	72·0	62·6	46·4	43·6	10·0
1962 1st quarter	121·5	80·9	75·0	60·7	40·9	43·5	8·1
2nd quarter	113·2	73·1	76·0	56·1	42·9	36·0	6·6
3rd quarter	97·4	63·9	66·0	52·4	44·4	33·0	8·1
4th quarter	116·3	76·9	73·0	60·1	47·5	39·7	10·0
1962 January	42·4	27·7	..	21·4	14·9	15·3	3·1
February	37·7	25·2	..	19·1	12·7	13·8	2·4
1963 January	42·8	28·5	..	21·3	15·4	13·9	3·6
February	37·9	25·2	..	19·4	12·5	12·9	2·9

(a) Including hair. (b) Estimated. (c) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Indian Company Law

The 'Hand Book on Law and Practice Relating to Incorporation of Companies (Limited by Share Capital)' provides a comprehensive guide to the Indian Companies Act, 1956. Inquiries for copies to M. C. Bhandari, 134/1, Mahatma Gandhi Road, Calcutta 7.

Production in the Cotton Industry

THE VOLUME of production in the Cotton industry in February was 5 per cent. less than in February, 1962.

Statistics issued by the Cotton Board show that, compared with last year, the amount of cloth woven in February was 10 per cent. less; output of single yarn was 4 per cent. less but the amount of yarn doubled was 6 per cent. more.

Yarn and Cloth Production
(All figures are weekly averages)

	Single yarn (a)		Double yarn		Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lin. yds.	Mn. lin. yds.
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1962 February	10·40	2·48	2·81	1·60	22·8	12·2
March	10·32	2·55	2·80	1·68	22·3	12·2
April	8·96	2·25	2·46	1·47	20·3	10·8
May*	10·28	2·56	2·71	1·67	22·3	11·7
June	8·87	2·19	2·43	1·54	20·7	10·7
July	7·56	1·76	2·18	1·63	13·7	8·2
August*	8·46	2·07	2·01	1·40	18·8	9·2
September	9·28	2·21	2·42	1·76	19·0	10·7
October*	10·13	2·47	2·62	1·81	20·3	11·4
November	10·34	2·49	2·69	1·90	20·7	11·5
December	8·73	2·15	2·28	1·69	17·8	9·9
1963 January*	9·58	2·37	2·52	1·99	19·3	11·0
February	9·90	2·50	2·56	2·10	20·2	11·5

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of five weeks. †53-week period.

Retail Stocks in February

RETAIL STOCKS increased seasonally during February and were 4 per cent. higher in value than a year earlier, compared with a 5 per cent. increase in January and much larger increases at the end of last year.

Allowing for seasonal factors, however, the value of stocks decreased slightly from the January level.

Estimates of Changes in Total Retail Stocks
(At cost at end of month)
Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices.												
1956.	96	100	101	102	102	100	97	95	101	109	114	100
1957.	100	105	107	109	110	107	104	103	107	117	123	107
1958.	105	109	111	112	112	109	106	106	110	119	123	109
1959.	108	111	112	114	115	114	111	109	114	123	129	115
1960.	113	119	123	124	126	125	120	118	123	131	136	120
1961.	119	124	129	131	132	131	126	124	128	136	142	125
1962.	124	128	135	137	139	135	132	130	133	144	151	133
1963.	130	134										
1961.	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962.	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963.	+5	+4										
(b) At constant (Dec. 1956) prices.												
1956.	99	103	103	104	103	101	98	96	102	110	115	100
1957.	100	104	106	108	109	106	113	102	106	115	121	105
1958.	104	107	109	110	110	107	104	104	108	117	121	107
1959.	106	109	110	113	113	113	110	108	112	121	127	113
1960.	111	117	122	122	124	123	117	116	120	128	133	117
1961.	116	121	125	127	127	126	121	118	122	129	134	118
1962.	117	121	127	129	130	125	122	120	123	133	139	122
1963.	121	123										
1961.	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962.	+1	nil	+2	+2	+2	—1	nil	+2	+1	+3	+4	+4
1963.	+3	+2										

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958.)

Government Surplus Sales by Auction

Air Ministry

1963	Stores	Location	Auctioneers
April 24 .	72 timber huts, stoves and miscellaneous fittings.	Royal Air Force, Melksham, Wilts. . .	Thompson, Noad & Phipps, Clare House, 35 Market Place, Trowbridge, Wilts. (Tel. Melksham 2336 and 3015).
April 25 .	61 Nissen huts, two Seco huts, 22 temporary brick buildings, transformers, and other electrical equipment.	Royal Air Force Station, Ridgewell, Essex .	Balls & Balls, Braintree, Essex. (Tel. Braintree 1005).
April 25 .	Fourteen sectional timber huts with sanitary and other fittings.	Royal Air Force, Kinloss, Forres, Morayshire	Macdonald Fraser & Co. Ltd., Inverness, Auction Mart, Inverness. (Tel. Inverness 33110).
May 1 .	Miscellaneous stores and equipment .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

The above sale will include M.T. engines and spares, plant spares, caterpillar spares and track assemblies, Leyland power units, aero engine spares parachute canopies, packing cases, fire extinguishers, radio and radio spares, bedding, furniture and general stores.

May 9 .	Miscellaneous stores and equipment .	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

The above sale will include radar, radio, and electrical equipment, capacitors, electron tubes, cable, airframe spares, aircraft ground equipment, miscellaneous kitchen equipment, crockery, furniture, mattresses, tentage, various trolleys, weighing machine assemblies, large packing cases, oils and greases, etc.

May 22 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton, Knowles & Co., Albion Chambers, Gloucester. (Tel. Gloucester 21267).
June 20 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

Disposal of Assets at C. & R. Sites

Geering & Colyer will sell by public auction on the dates indicated and at the Royal Air Force sites listed below operational equipment including air conditioning and refrigeration plant, electric meters, water pumps, fans, heaters, compressors, etc., RSJ gantries and girders, teak flooring, electricity supply cable, sanitary items, doors and miscellaneous items.

1963	
April 23 .	Beachy Head, Sussex. (No air-conditioning or refrigeration plant on offer at this site.)
May 7 .	Truleigh Hill, Nr. Shoreham-on-Sea, Sussex.
May 21 .	Margate, Kent.
June 11 .	St. Margarets Bay, Kent.

Catalogues (free) may be obtained within fourteen days of the sale dates from Geering & Colyer's offices at: Ashford (Tel. 25), Hawkhurst and Tunbridge Wells, Kent; Rye, Heathfield and Wadhurst, Sussex.

War Office

1963	Stores	Location	Auctioneer
April 23-25.	Vehicles, etc.	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
May 8 .	American vehicle spares, textiles and miscellaneous stores including:	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 73).

International Harvester half track clutch springs, gaskets, bogie arms and brackets, clutch yokes, clutch plates, armatures, fan belts, axle studs, oil seals, transmission shafts, bushes, brake kits, bearings, ammeters, etc.; G.M.C. prop shafts, clutch plates, gears; Caterpillar clutch springs, shafts, collars, seat assemblies, etc.; Cadillac cylinder heads, gaskets, oil coolers, oil pumps, gears, bogie brackets, valves, oil seals, bearings, fan belts, pistons, etc.; also spares for Dodge, Mack and Sherman vehicles; 6,000 string vests; 1,750 blankets; 385 sheets; 300 pillows, 520 pillow slips; canvas; carpets; rugs; bivouac tents, etc.; eight refrigerators; 35 Coventry Climax auxiliary fire pumps on trailers; 13,000 steel two-way pallets from 40 in. by 30 in. to 48 in. by 48 in.; fire extinguishers; steel tow ropes; fire buckets; 1,190 G.S. shovels; steel filing cabinets; steel office lockers; kneehole and typists desks; office tables; map cabinets; fitters benches; folding, stacking and other chairs; dining tables; coir matting; large quantity of jugs, basins, ewers, hot water bottles, etc.

May 14 .	Miscellaneous stores	Central Ordnance Depot, Didcot, Berks. .	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel. 54025).
May 16 .	Miscellaneous stores	Technical Stores Sub-Depot, Wem, Salop. .	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel. 2081).
May 23 .	Vehicles and miscellaneous stores . .	W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

(*Continued on page* 893)

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approximately 300 LOTS comprising:

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also

4 Berth Caravan; Office Trailers; 13 and 32 Seater Coaches; Austin Trucks; Austin "Gipsy"; Water Tankers, 180-900 gallons.

and

Sectional Wooden Hut 40′ x 15′; Steel Sheds 12′ x 10′; Benches; Trestles, Tables; Acrow Floor Centres; Bottle and Rail Jacks; Tarmac Forks; Stramit Boards; Platform and Scoop Scales; Office Furniture; including Desks, Plan Chests, Typewriters and Chairs; Cooking Stoves; Heaters.

SALE COMMENCES AT 10.30 a.m.

ON VIEW – TUESDAY, 7th MAY, and WEDNESDAY, 8th MAY, 9 a.m.—5 p.m. and ALSO ON MORNING OF SALE FROM 9 a.m.

CATALOGUES MAY BE OBTAINED FROM THE 26th APRIL ONWARDS FROM THE AUCTIONEERS' OFFICES, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. Tel. Nottingham 54272 (10 lines).

Government Auction Sales (*Continued*)

Ministry of Public Building and Works

1963	Description of Goods	Location	Auctioneers
April 26 .	Office and miscellaneous furniture, miscellaneous hardware, beds and bedding, safes, clocks, lawn mowers, refrigerators, waterproof clothing.	Ministry of Public Building and Works Clearing Store, Supplies Division Store, Burnett Lane, near Keynsham, Somerset.	Lalonde Bros. & Parham, 64 Queen's Road, Bristol 8. (Tel. Bristol 27731).

Catalogues, price 1s. 0d., are obtainable direct from the auctioneers. View days: April 24 and 25.

Sale by Tender

A large quantity of surplus electrical goods and accessories ex. Spadeadam R.E., near Gilsland, Cumberland.

Applications for tender documents should be made to Ministry of Public Building and Works, Supplies Division (Disposals), Room 112, Southbridge House, Southwark Bridge Road, London, S.E.1, not later than May 10, 1963.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, April 12, 1963.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
		BRITISH			
Big City	United Artists Corporation Ltd. . .	Harold Baim Film Productions (London) Ltd.	Br/E 28387	24	April 8
Pathe Pic Series 430-442:					
Pathe Pic No. 435	Warner-Pathe Distributors Ltd. . .	Associated British-Pathe Ltd. . . .	Br/E 28388	8	April 9
Pathe Pic No. 436	" " . .	" "	Br/E 28389	8	April 9
Movietone News 1765A	Twentieth Century Fox Film Co. Ltd. .	British Movietonews Ltd. . . .	Br/E 27959	7	April 11
Movietone News 1766	" " . .	" "	Br/E 27960	7	April 11
Pathe News 63-29	Warner-Pathe Distributors Ltd. . .	Associated British-Pathe Ltd. . . .	Br/E 28012	8	April 11
		FOREIGN			
Electra	United Artists Corporation Ltd. . .	Michael Cacoyannis	F 28384	113	April 8
The Mighty Warrior	Eagle Films Ltd.	Splendor Film	F 28385	90	April 8
Cleopatra's Daughter	Mondial Films Inter-Distribution . .	Explorer Film Rome and C.F.P.C. Paris .	F 28386	90	April 8
Maciste the Mighty	Panton Film Distributors Ltd. . .	Ermanno Donati and Luigi Cappentieri of Rome, Italy, and Gallus Film, Paris, France.	F 28390	87	April 10
Stampede at Bitter Creek	Walt Disney Productions Ltd. . . .	Walt Disney Productions. . . .	F 28391	80	April 10

The registration number of the film 'Call Me Bwana' registered on April 4, 1963, has been corrected to read: Br/E 28377.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British Quota film.

REPRINTS OF ARTICLES

Reprints from the Board of Trade Journal, **which should be ordered within one week of publication,** *cost* £3 0*s.* 0*d. per page* (*or part*) *for* 250 *copies.* (*Larger quantities will be supplied at a charge of* 5*s.* 0*d. per page for each additional* 125 *copies*). *Orders and remittances for reprints should be addressed to the Director of Publications* (*P.2*), *H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.*1. *Cheques should be made payable to H.M. Paymaster-General. Information regarding Subscriptions, Editorial Communications and Advertising in the* Board of Trade Journal *will usually be found on the first page.*

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Questions Asked and Answered in Parliament

Tuesday April 9

Scheduled Development Districts

The President was asked whether, in view of the development of persistent unemployment, especially in the hosiery industry, in the North and East Midlands, and in the light of the special financial inducements now available to firms which expand in the scheduled development districts, he would abandon the practice of refusing industrial development certificates to firms which wished to expand their activities on available land in the North and East Midlands.

Mr. David Price, Parliamentary Secretary, Board of Trade, replied: 'We do not refuse industrial development certificates for expansion in this area unless we are satisfied that the expansion could be carried out in a development district. We will continue to give priority to the development districts.'

A number of questions were also asked about industrial development in other parts of the country.

ECGD Procedure

Asked if he was satisfied that exporters and foreign customers were not being caused unnecessary work by rigid technicalities in the procedure of the Export Credit Guarantees Department, Mr. Alan Green, Minister of State, Board of Trade, said: 'I am satisfied that ECGD operates on a commercial basis and gives a very good service.'

Chinese Trade Delegation

Asked to make a statement on recent trade talks with representatives of the People's Republic of China, Mr. Alan Green, Minister of State, said that the representatives of the People's Republic of China were here on a trade goodwill visit and, though this provided opportunities for informal discussion of trade matters, no formal negotiations or talks were involved.

Consumer Council and Advertising

Asked to what extent the terms of reference of the Consumer Council would enable the Council to watch and protect consumer interests in respect of advertising, the Parliamentary Secretary said that the terms of reference of the Consumer Council had been drawn sufficiently widely to enable the Council, should it so wish, to concern itself with any matter affecting the consumer's interests, including advertising.

Consumer Council and Citizens' Advice Bureaux

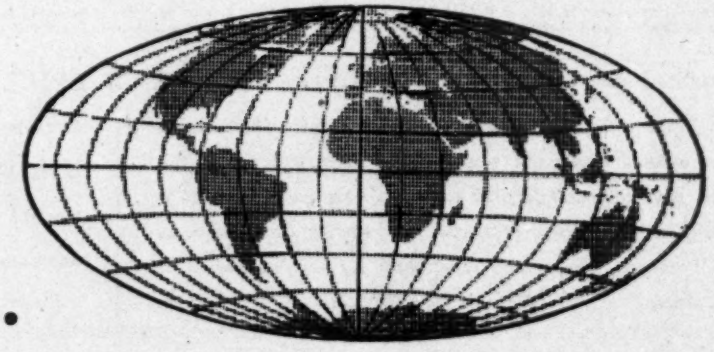
Asked what provision was being made to extend the nation-wide advisory service of the Consumer Council to areas where there were no Citizens' Advice Bureaux, and to areas where the bureaux could not take on extra work, the Parliamentary Secretary said that as announced on March 26, a grant of £27,000 for the year 1963/64 had been provided to assist the National Committee of Citizens' Advice Bureaux to expand its consumer advisory work in the way envisaged by the Molony Committee. It would be for the Consumer Council to consider, in the light of experience, whether further provision in this field was necessary and, if so, to make appropriate recommendations to the Government or other bodies concerned.

Imports from Eastern bloc

The President was asked what steps he was taking to improve export credit facilities and liberalize restrictions on imports from the Eastern bloc, as a result of his discussions with the representatives of the Steel Works Plant Association on March 1.

The Minister replied: 'It was agreed the meeting with representatives of the Steel Works Plant Association on March 1 that the discussions should be treated as confidential. ECGD credit insurance facilities are available to exporters to these countries on the same basis as for other markets. Our present trade agreements provide a satisfactory framework for the development of trade with these countries.'

For the Exporter . . .



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Parliamentary Questions (*Continued*)

Protection for British Industry

Asked whether he was aware that a protest was recently made to the Japanese Embassy in London by the National Wool Textile Export Corporation relating to the use of a Bradford company's name on wool cloth which was made by a Japanese firm and sold in Japan; and what action he was taking to protect the British wool textile industry against this method of trading, the Minister of State said that prompt action was taken by the Japanese and that the action complained of had now ceased. He was always ready to look into complaints of this nature and, if necessary, to take them up with the Japanese authorities.

Free Competition in Shipping

Asked in how many cases trade agreements with other countries included a clause guaranteeing free competition in shipping; and what provision was made to ensure that competition was free and unsubsidized by the Government concerned, the Minister of State said that two post-war trade agreements and five informal trade arrangements included provisions about freedom of competition in shipping. So do two commercial treaties which have not yet entered into force. It was not always easy to ensure that competition in shipping is really free; but Her Majesty's Government maintained a close watch on the position.

Trade with Russia

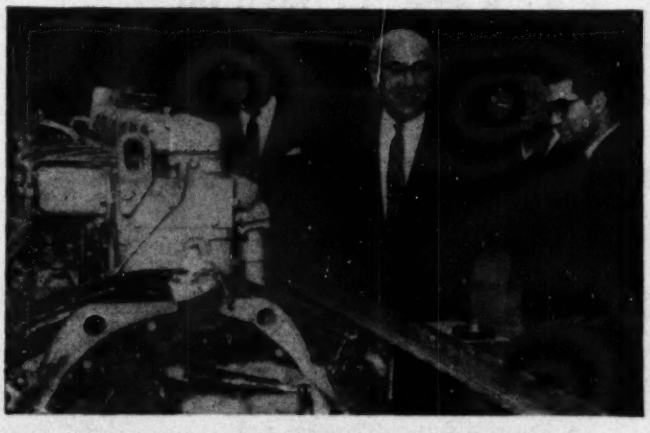
The President was asked what progress had now been made with the negotiations for selling British ships to the Union of Soviet Socialist Republics in return for purchases of Soviet oil.

The Minister replied that several British shipyards had submitted tenders and at least one group had opened detailed negotiations with the Soviet authorities in Moscow.

The Russians had made no firm proposal that the United Kingdom should import a limited quantity of fuel oil as a condition for placing substantial orders with British shipyards.

In reply to other questions about trade with Russia, it was stated that all the facilities of the Board of Trade, and of the Export Credits Guarantee Department, were available to assist exports of non-strategic goods to the Soviet Union.

£3m. Order for Leylands



Mr. Donald G. Stokes, managing director of Leyland Motors Ltd., and sales director of the Leyland Motor Corporation has recently returned to Britain after a month's overseas tour with a £3m. order which will establish Leyland as the most important supplier of vehicles and diesel engines to the Middle East. The order was signed by Mr. Assadi, chairman; and Mr. Rouholamin, director; of Haml va Naghle Dakheli Ltd., who are to become the Group's sales and service organization in Iran. Under the contract, 1,000 vehicle chassis are to be supplied together with 2,000 diesel engines and 1,300 gearboxes. Mr. D. G. Stokes (centre), with Mr. Assadi, (left) and Mr. Rouolamin, inspect a part completed Leyland chassis at the new assembly plant in Teheran.

Progress in the Cotton Industry

The President was asked what progress had been made, since the passing of the Cotton Industry Act 1959, towards a more vertical structure of the Lancashire textile industry; and to what extent the amalgamations now taking place would result in a more horizontal stratification.

The Parliamentary Secretary said that though progress in strengthening the organization of the cotton textile industry had not so far been very great, he was aware that some amalgamations had taken place and that much thought had been given to the subject both by industry itself and by the Cotton Board. He would welcome any measures which would improve the efficiency and competitive position of the industry.

Patents Endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	March 20, 1963	
820,348	Societe Alsacienne de Constructions Mecaniques.	Ensuring fluid-tightness between gases separated by a wall through which passes a rotating shaft.
885,793	Societe Alsacienne de Constructions Mecaniques. (Patent of Addition to 820,348.)	Ensuring fluid-tightness between gases separated by a wall through which passes a rotating shaft.
886,237	Regie Nationale des Usines Renault	Low tension spark plugs for I.C. engines.
886,729	Regie Nationale des Usines Renault	Surface discharge spark plugs.
	March 28, 1963	
676,300	The Glacier Metal Co. Ltd.	Plain bearings.
719,825	Dennis Brothers Ltd.	Bin lifting and tipping mechanism for a refuse-collecting vehicle.
778,398	The Glacier Metal Co. Ltd.	Bearings and bearing materials.
805,996	Roth, A.	Piston-type internal combustion engine.
821,270	Societe de l'Accumulateur Fulmen	Cover for an accumulator battery.
822,650	Papeteries Rene Sibille	Supporting tube for textile threads.
838,426	The Glacier Metal Co. Ltd.	Pistons and piston rings.
850,432	Roth, A.	Internal combustion engine with double-acting pistons.
850,677	Union Siderurgique du Nord de la France par abbreviation 'Usinor'.	Support members.
852,558	The Glacier Metal Co. Ltd.	Piston and piston ring assemblies.
911,720	United States Steel Corporation	Method of coating steel with aluminium.
	March 29, 1963	
699,343	Erb, K. F.	Safety valve.
777,694	Sharna, D. N.	Internal combustion turbines.
806,582	Midland Silicones Ltd.	Organosilicon polymers.
837,366	Midland Silicones Ltd.	Method of making pile fabrics.
895,480	Singer, F.	Method of removing the scale formed in the hot-working of iron and steel.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

Application for Cancellation of 'Licence of Right'

UNDER SECTION 36 of the Patents Act, 1949, notice is hereby given that application has been made for the cancellation of the endorsement 'Licences of Right' on the following Patent:

NUMBER	GRANTEES	SUBJECT-MATTER
700,678	The British United Shoe Machinery Co. Ltd., Alan Ernest Moore and Frank Richard Smith subsequently assigned to The British United Shoe Machinery Co. Ltd.	Footwear heating apparatus.

Any person may give notice of opposition to the application by filing Patents Form No. 46 at the Patent Office, 25 Southampton Buildings, London, W.C.2, on or before May 18, 1963.

GORDON GRANT,
Comptroller-General.

The Patent Office.

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OLYMPIA LONDON

27th—31st May 1963

10.00 am—6.30 pm (FRI. 5.30 pm)

H.R.H. The Princess Royal has graciously consented to officiate at the Opening Ceremony at 11 a.m. on 27th May

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As an integral part of this International exhibition of hospital and medical equipment and services, there will be many important meetings, conferences and lectures taking place during the week, including:-

★ Institute of Hospital Administrators (A.G.M. and three-day conference)
★ Hospital Caterers' Association
★ Guild of Public Pharmacists
★ Society of Hospital Laundry Managers
★ Institution of Hospital Engineers (A.G.M. and Conference)
★ Chartered Society of Physiotherapists
★ National Association of Hospital Supplies Officers
★ Institute of Hospital Building Supervisors

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All enquiries to: Exhibition Organiser, W. R. Kern, M.I.E.D., F.R.S.A.,
CONTEMPORARY EXHIBITIONS LTD., 288 REGENT STREET, LONDON, W.1: Museum 5153-5

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Outside Europe	April 5	July 5
Europe	Mar 1	June 7
United Kingdom	Feb 1	May 3

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

*** indicates fair which is held annually at approximately the time stated.**

† indicates fair which is held in alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

THE fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on April 5, March 1 and February 1 respectively.

OUTSIDE EUROPE

Addition

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – January 13-17, 1964.
* Apply, The National Housewares Manufacturers' Association, 1130 Merchandise Mart, Chicago 54, Illinois.

EUROPE

Amendment

1st International Fair of Maritime Communications and Telecommunications (INTERCOM) Genoa, May 25 – June 9, 1963
1st International Aeronautical Salon, Genoa, September 7-15, 1963

The Board of Trade have been advised that the Fair Authorities have amalgamated these two events and postponed the joint fair. The title and dates should read as follows:

International Fair of Maritime Communications and Telecommunications (INTERCOM) and International Aeronautical Salon, Genoa, October 5-20, 1963.

Details about these events first appeared in the *Board of Trade Journal* of April 27, 1962, and subsequent issues.

Addition

OSLO: DAGENS HUSHOLDNING EXHIBITION (TODAY'S HOUSEHOLD) – October 17-27, 1963.
Apply, Oslo Kolonialkjøpmenns Forening, Akersgaten 32, Oslo.

UNITED KINGDOM

Addition

LONDON: BRITAIN'S FOOD FAIR – September 1-16, 1964 – At Olympia.
† Apply, J. Awdrey, Esq., The Food Manufacturers Federation Inc., 10 Mount Row, London, W.1. (Tel. Hyde Park 2933/5).

Export to Europe Display at the Design Centre

SIR RALPH PERRING, Lord Mayor of London, will visit The Design Centre on April 29 to inaugurate a display of about 500 products selected for showing from Design Index, the Council of Industrial Design's illustrated record of good industrial design, because they are all being currently exported to Europe. Sir William McFadzean, chairman of the Export Council for Europe, will also speak.

The contents of the Centre will be arranged to demonstrate that good modern design plays a very real part in our exports to Europe, the importance of which has not been diminished in any way by the results of the Common Market negotiations. Everything shown in The Design Centre which is known to be exported to Europe will carry a special label with its caption; this will show part of a wooden packing case stencilled with a Union Jack and the word Export in red. 'To Europe' will appear underneath in black.

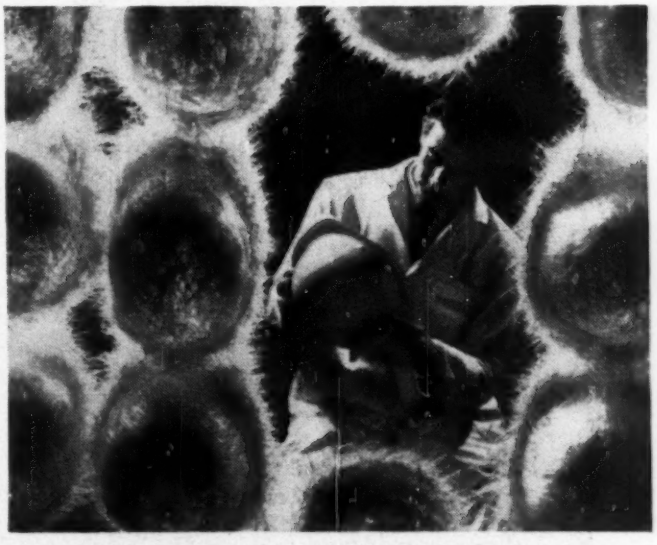
British Children's Wear Display at Dusseldorf

THE BOARD OF TRADE has collaborated with the National Children's Wear Association of Great Britain and Northern Ireland in organizing a combined display of junior fashions for the IGEDO Fashion and Sales Week being held at Dusseldorf from April 17 to 21.

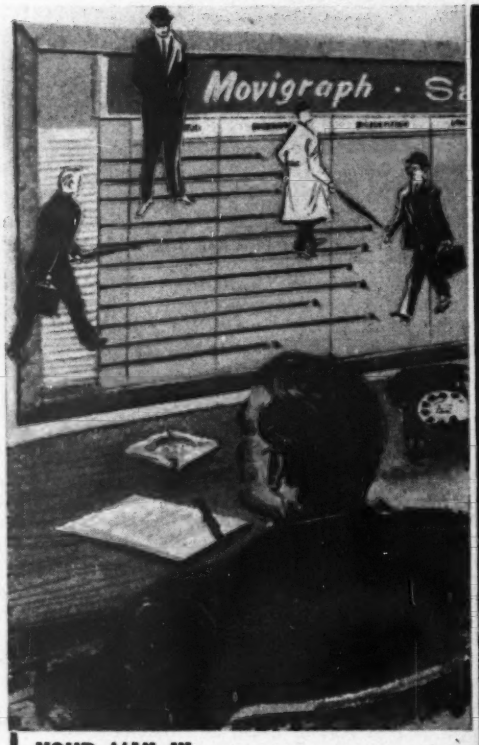
Fifteen member-firms are taking part in the display, the Association's first venture at IGEDO. They are showing a wide range of clothing in natural and man-made fibres for babies, children and teenagers. The combined display covers some 3,500 square feet and includes a trade information bureau staffed by the Association.

The IGEDO Fashion and Sales Week attracts trade buyers from all over Europe. It is a regular event at Dusseldorf and held four times a year.

Safety Helmets for Export



A Tuflid industrial protective helmet is inspected at the Saffron Walden works Acrow (Reinforced Plastics) Ltd. Glass fibre 'preforms', which act as a base for the Cellobond polyester resin from which the helmets are moulded, form a frame for the photograph. The helmet is being sold throughout the world by Acrow (Exports) Ltd.



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Acton's Industries Emphasize Exports during National Productivity Year

ACTON, ONE OF the more heavily industrialized London boroughs, has this year altered its custom of holding an Exhibition every two years in view of 1963 being National Productivity Year and, once again, will be displaying the products that West London industrialists have to offer overseas' markets during the Exhibition at Acton Town Hall on April 24.

Every working day the 41-year-old borough of Acton more than doubles its population of 67,000, for close on 200,000 workers come into the borough daily to be employed at the 700 factories occupying over 2,000 acres of this suburb of London.

Some of the firms who help towards Acton's contribution to the export drive and also the needs of the home market are:—

Wilkinson Sword Ltd. – The main feature of the Wilkinson Sword stand will be their recently introduced range of hand shears. These shears are even lighter and stronger than previous models. The blades are firmly riveted to stylish aluminum alloy tangs which are permanently fixed to tapered beechwood handles. The new shears are not only attractive to look at, they are extremely efficient and a pleasure to use. The new range of pruners introduced last year will also be displayed.

Ultra Electronics Ltd. – Two items of modern equipment which help to increase mobility are featured on the stand of Ultra Electronics of Western Avenue. Both are small, in the fashion of present-day transistorized equipment, both are revolutionary in their appeal. The Packset, a small 'walkie-talkie' to replace the kind of bulky packs servicemen used to carry, weighs less than three lb. and can be easily carried in the pocket and has a range of up to five miles. This will, of course, be of value to the Services, public utility services, industry and many other organizations. Also shown will be the Ultra Sonic Air for the blind, which is a small transistorized-receiver working in conjunction with a hand-held 'torch', by which the blind person is able to determine the presence of obstacles. There will also be displayed other items of their products.

Sussex Rubber Co. Ltd. – Showing on this company's stand will be a range of industrial mouldings, chosen not only for their wide variety of applications but also to represent the majority of modern synthetic rubbers they compound to achieve certain physical characteristics required for individual applications. The background of the exhibit features the unique Sussex 'Hypatex' flooring tile which has outstanding resistance not only to wear but also to stiletto heels and carelessly thrown cigarettes.

Aerostyle Ltd., will be displaying the smaller items of their products; literature regarding larger items will be available on their stand. They manufacture complete industrial finishing plants, air compressors, electrostatic painting equipment, compressed air operated spray guns, road and airport line markers, etc., together with all accessories for factory paint departments.

Lincoln Air Products Ltd., will show their Linc-o-lin beer shampoo and hand cream.

West London Iron and Wire Works Ltd., will feature washing and storage racks for crockery, glassware, cutlery, etc., in plastic coated steel wire. They produce all forms of general wirework, machine guards, window guards, baskets, etc., including sheet metal and angle iron fabrications.

The Dictaphone Co. Ltd., will exhibit a display board depicting a Dictaphone Travel-Master recorder with its components. The Travel-Master is a small light-weight battery powered machine for on-the-spot dictation when away from the office. This machine, which was conceived and designed in their Acton factory is being manufactured for world markets. Over 90 per cent. of its total production is being exported, the greater majority going to the United States and Canada. Many other of their products will also be displayed.

Charham Products Ltd., will be exhibiting one of the main features of the exhibition, which is a successful Auto-Moly sponsored

(*Continued on page* 901)

ACTON CHAMBER OF COMMERCE

6th INDUSTRIAL & COMMERCIAL

EXHIBITION

will be held at

TOWN HALL, ACTON, W.3

on

Wednesday, April 24th, 1963 — 12 noon to 8 p.m.

preceded by a

LUNCHEON

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★ *The Bank will be represented at the Hanover Fair, 28 April–7th May, by Mr. N. McMillan (Room 32, International Centre).*

17 British Firms in Combined Show at Turin's SAMIA Fair

A Report from the British Consulate at Turin

THE SIXTEENTH SAMIA (International Clothing Trade) Fair held at Turin from March 24-31 was noteworthy as being the first occasion on which British manufacturers got together and showed their wares at this Fair. With the encouragement of the Board of Trade, seventeen member firms of the British Hosiery and Knitwear Export Group each had an individual stand, grouped together round a General Information Stand and a lounge for visitors.

The decision to show at this Fair was taken before the setback of the Brussels EEC negotiations and the exercise was therefore originally planned on the assumption that Great Britain would shortly be in the Common Market. Apart from this, as luck would have it, another noteworthy aspect of this particular SAMIA was that it proved to be the quietest of the whole series. Buyers from abroad were distinctly less in number than heretofore and all buyers, including Italians, showed reluctance to do much business. This hesitancy is imputed to the Brussels breakdown and the general Western European political uncertainty which has ensued since then. It may not be out of place to mention here that the Dusseldorf ladies' wear Fair (which has a small publicity Stand at SAMIA) expressed the same experience.

In spite of this, however, the presence of the British Group was valuable. The fortunes of individual exhibitors varied: some were already in the Italian market and did satisfactory business; others were new to Italian conditions, not a few of them contacted local firms with whom agency arrangements should ensue and all those firms who wish to enter the Italian market, an expanding one for ready-made clothing, characterized by keen competition and a demand for certain styles, should have received valuable insight of its requirements in this initial probing operation and should not be hesitant in returning to Italy.

The general organization of the British effort was in the hands of Mr. G. S. Mansell, Secretary of the Hosiery and Knitwear Export Group, who received invaluable aid from Mrs. Stewart, the United Kingdom representative of SAMIA. The General Information Stand, manned by Mr. Mansell, gave information to inquirers about the British exhibitors and the United Kingdom Knitwear industry in general. It displayed and gave away a large range of British publications dealing with clothing and textiles and a vast amount of British Travel and Holiday Association pamphlets to intending visitors to the British Isles. The separate lounge, a Board of Trade initiative, proved very popular. It was suitably decorated with drapery, a large reproduction of Trafalgar Square and smaller frames showing knitwear fashions and a list of the British exhibitors.

Full use was made of British Government Services to obtain advance publicity of British participation in the Fair and this led to announcements on the B.B.C. Overseas Service, on the Italian Broadcasting System, and advance information supplied to the Italian technical press. This was followed up by a reception given on the opening day by the Export Group to buyers and the press during the course of which Mr. Mansell, after being introduced by Mr. J. E. Hartley, H.M. Consul at Turin, addressed the guests in Italian. The use of the vernacular was much appreciated. Italian Television of the British stands and an interview of the Secretary of the Group by Lausanne Swiss/French Radio followed.

The same Show last year (Spring of 1962) was visited by 4,428 Italian visitors and 1,045 foreign visitors from 52 different countries. The figures for this Spring's Show were 5,072 Italian visitors and only 607 foreign visitors from 33 countries. Though the number of home visitors was greater than last year, orders were appreciably fewer for the reasons already given.

To conclude, although all exhibitors, Italian and foreign, found business disappointingly dull on this occasion, it is to be hoped that this is a passing phase. SAMIA is, in fact, quite an international meeting place for the trade (one English firm, for instance, got their first order from a Canadian buyer with whom they had been in touch for two or three years) and the Italian ready-made clothing market itself is an interesting one that has sprung up since the war.

Acton Exhibition (*Continued from page* 899)

stock racing car which recently returned from South Africa. Charham Products the manufacturers of Auto-Moly molybenised compounds for both industry and the automotive world, use this powerful car as a mobile test bed for their range of products, and at the same time use its success in the hands of the driver/constructor as a means of advertising. Johnnie King of Hammersmith, has been second in one World Championship and fourth in another. In Johannesburg, he raced in 26 events and won 20, finally capturing the South African Stock Car Championships, evidenced by the handsome 2ft. trophy. He also lowered the lap record at the Wembley Stadium, Johannesburg from 20.6 seconds to 18 seconds. The car which is being lifted into the Town Hall, Acton, by crane on April 23, may well be filmed on television and, during the exhibition can be seen in the foyer accompanied by its driver.

Landis and Gyr Ltd., will be showing equipment which consists of a metering panel fitted with instruments suitable for controlling the maximum demand of an industrial installation, this also providing a printed record of the consumption of the installation. Other panels on display will show electrical impulse counters and oil burner control equipment.

Many other large and well-known companies will be displaying their products, including C. A. V. Ltd., Acton Bolt Ltd., English Electric-Leo Computers Ltd., Metal Box Co. Ltd., Telegraph Condenser Co. Ltd., Burroughs Machines Ltd., Measuring Instruments (Pullin) Ltd., Index Draughting Co., F. Miller & Co. (London) Ltd., P. Ormiston & Sons Ltd., Outra Belting & Rubber Co. Ltd., Perforations Ltd., Antifyre Ltd., Eastmans Dyers & Cleaners Ltd., C. W. Garrett & Son Ltd., Natural Vision Studios Ltd., Andrew Fraser (Ealing) Ltd., and Signbrite Ltd.

Preceding the exhibition, a luncheon is being held at the Clarendon Restaurant, Hammersmith, at which the principal guest will be Lord Morrison of Tottenham, with trade representatives from foreign Embassies attending prior to visiting the exhibition.

British Goods on Display at Cleveland, U.S. Store

British craftsmanship and design, antiques, textile and other products will be among displays from many countries to be featured at an 'Import Fair' staged at the Higbee Company department stores, in Cleveland Ohio, U.S. from September 23 to October 14. Recently Mr. A. Lanza, display director of the Higbee Company after consultation with the British Consulate General's office in Cleveland visited several firms in Britain where his purchases for the forthcoming exhibition included antiques valued in excess of $10,000 from Crispens of St. Albans, London street lamps purchased from the Portobello Road market, pipe tobacco and pipes from the London firm of Fribourg and Treyer headgear from James Lock and Co., hatters, and pewterware from Pierson and Paige, and A. R.Wentworth. Mr. Lanza stated after his visit that he thought 'the lion's share of the goods purchased' would undoubtedly be from Britain.

Potential Customers for U.K. Exports

BESIDES PROVIDING the *Export Service Bulletin* which, on a subscription basis, gives United Kingdom exporters news of specific overseas needs that come to the department's notice, the Board of Trade maintains lists of importers of various products in most countries which will be supplied on request. Application should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

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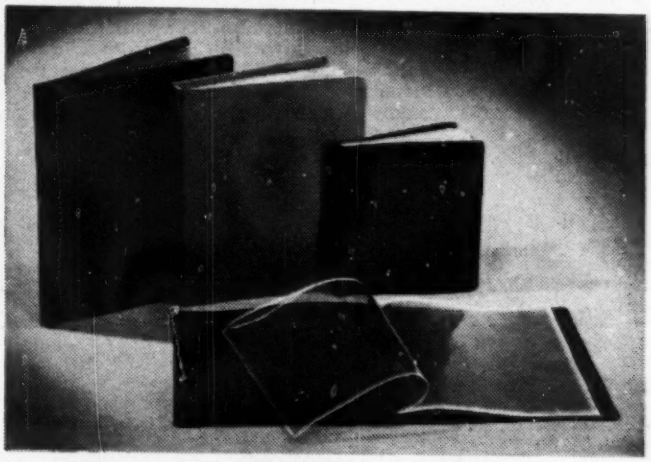

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Overseas Trade Section

Trade and Financial Arrangements

Loan to India from Surplus Capacity in Britain

IN THE COURSE of his Budget Speech on April 3, 1963, the Chancellor of the Exchequer announced that the British Government was about to make a loan of £3½ million to the Government of India for the purchase of steel plates and other steel products which are needed for Indian development expenditure in the India Financial Year 1963/1964. The Loan Agreement was signed in New Delhi on April 9.

The British steel products to be financed out of the loan will be used for a number of important projects, in both the public and private sectors, including the construction of power stations at Sharavati and in Madras State and for the requirements of heavy engineering factories, and of the Heavy Electrical Project at Bhopal, and for the manufacture of railway wagons, ships and road vehicles.

The loan is for a period of twenty-five years, but repayments of principal do not begin until after the first seven years. Orders arising under the loan agreement will be placed with British firms by the middle of 1963.

This loan is additional to British aid totalling £95 million which has been made available so far for India's third Five Year Plan. It forms part of the sum of £10 million which the Chancellor of the Exchequer said in the House of Commons on December 17, 1962 he was prepared to consider as a possible addition to overseas aid for products for which there is at present surplus capacity in Britain.

Austria and West Germany

IT HAS BEEN reported by the British Embassy in Vienna that at a meeting held in that city in January the Austro-West Germany Mixed Commission agreed on revised import quotas for trade between the two countries in 1963, in accordance with the Trade Agreement signed on May 13, 1954.

The quota lists now published relate almost entirely to agricultural products, as industrial goods previously appearing in the lists have now been largely liberalized by both countries.

The principal quotas granted by Austria for imports from Germany are for bituminous coal (15,000 tons), seed grain (400,000 Dm), seed potatoes (300,000), and breeding cattle (300,000). The principal quotas granted by Germany for Austrian imports are for pedigree cows (12 million Dm), livestock (1·5 million), beef livestock for slaughter (10,000 head), fresh fruit (1·5 million), wine (60,000 hectolitres), and vegetables (300,000).

A copy of the text of the protocol recording the Mixed Commission's decisions and of the annexed quota lists is held (in an English translation) in the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

France and Finland

THE FRENCH *Moniteur Officiel du Commerce International* of February 2, 1963, published details of the further extension of the trade agreement of December 28, 1958, between France and Finland.

By an exchange of letters dated January 18, 1963, the arrangement provides for the exchange of trade, from January 1, 1963, to December 31, 1963, between Finland and France, the Republics of Cameroun, Central Africa, Congo, Dahomey, Gabon, Upper Volta, Chad, and the Islamic Republic of Mauritania.

Finnish exports to France include cheese and various other food products.

Finnish exports to the African states include wooden houses, various paper products and insulating panels.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E, 38, Hillgate House, 35, Old Bailey, London, E.C.4.

Poland and Italy

THE POLISH press has announced the signature of a Protocol establishing quotas for trade between Poland and Italy during 1963. The Protocol envisages an increase in trade of about 25 per cent. during the year.

Exports to Italy from Poland are to include machine tools, building machines, road building machines, rolled products, chemicals, china and glass wares, crystal, furniture and other goods together with agricultural products and foodstuffs.

Italian exports to Poland will include machinery and installations for the chemical, foodstuffs and textile industries, precision instruments, ships engines, chemicals, and certain agricultural products such as oil and citrus fruits.

Inquiries concerning this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 7618).

Paint, Oil and Colour Year Book

The 1963 edition of the Paint, Oil and Colour Year Book is now available. Inquiries for copies to the *Paint, Oil and Colour Journal*, 83-86 Farringdon Street, London, E.C.4.

New Edition of Trade Fairs Guide

A fourth edition of the booklet 'Trade Fairs Help Exports—Hints For the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. (Reference: G.D. 1361/62.)

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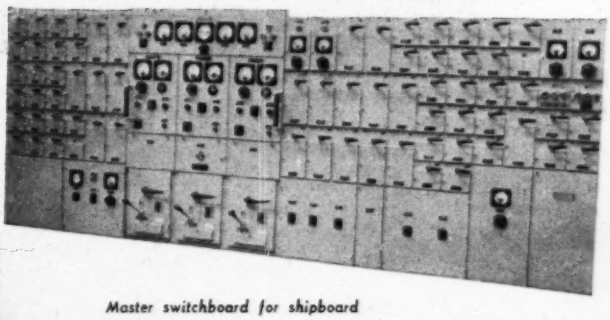

Master switchboard for shipboard use.

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Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 433). (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

ARGENTINA

Dredging Operations for the Secretariat of Public Works. (Adance Information.) E.S.B. 12120/63.

AUSTRALIA

Swing Jaw Crusher for Townsville City Council. April 29. E.S.B. 12478/63.*
Transformers for Western Australian Government Tender Board. June 20. E.S.B. 12475/63.*

Commonwealth Stores Supply and Tender Board:

Grinding Machine. May 9. E.S.B. 12161/63.*
Hacksaw Machine. May 9. E.S.B. 12162/63.*

Department of Main Roads, Sydney:

Bridge Construction. May 15. E.S.B. 11500/63.*
Construction of a Bridge. May 14. E.S.B. 11499/63.*

Postmaster General's Dept., Melbourne:

Bimotional Switch Wipers. June 13. E.S.B. 12127/63.*
Telephone Equipment. (Further Information.) E.S.B. 8189/63.

BURMA

Civil Stores Committee:

Concrete Vibrators. May 2. E.S.B. 12471/63.*
Lantern Panes. (Further Information.) E.S.B. 5199/63.*
Padlocks. May 2. E.S.B. 12479/63.*
Poplin. April 29. E.S.B. 12150/63.*

CANADA

Construction of Cars for City Metro System for City Council, Montreal. June 20. E.S.B. 12111/63.
Land Development Scheme for City of St. John, New Brunswick. (Further Information.) E.S.B. 3101/63.

CEYLON

Scouring Powders for Ministry of Finance. April 30. E.S.B. 11472/63.
Vehicle for Customs Department. May 14. E.S.B. 11475/63*
Lithographed Tin Plate for Milk Board. May 2, E.S.B. 12130/63.*
Cable for Ministry of Agriculture, Land, Irrigation and Power. July 2. E.S.B. 11471/63.

Ministry of Health:

Chemicals. July 2. E.S.B. 12129/63.*
Surgical Gloves. June 25. E.S.B. 12128/63.

CHILE

Aerial Navigation Equipment for La Corporacion De Fomento De La Produccion. June 17. E.S.B. 12118/63.*
Crawler Tractors for Chilean Development Corporation. (Advance Information.) Closing date not known. E.S.B. 12550/63.
Laboratory Equipment for Servicio Nacional De Salud. April 29. Tender documents (in Spanish) available. E.S.B. 12136/63.*

COLOMBIA

Power Station Equipment for Empressa De Energia Electrica De Bogota. June 3. E.S.B. 12143/63.

EGYPT

Edible Oil Extraction Plants for General Organisation for Executing the Five Year Industrial Plan. June 30. E.S.B. 12135/63.*
Helical Springs for Egyptian Railways. May 15. E.S.B. 12138/63.

Misr Beida Dyers S.A.E.:

Dyestuffs. April 30. E.S.B. 12142/63.*
Dyestuffs. April 30. E.S.B. 12159/63.*
Chemicals. May 4. E.S.B. 12160/63.*
Dyestuffs. May 1. E.S.B. 12427/63.
Dyestuffs. May 1. E.S.B. 12426/63.*
Dyestuffs. April 30. E.S.B. 12158/63.*
Chemicals. May 4. E.S.B. 12428/63.*
Chemicals. May 4. E.S.B. 12429/63.*

ETHIOPIA

Books for Ministry of Stores and Supply. (Further Information.) Closing date postponed to May 16. E.S.B. 9497/63.*

FORMOSA

Generating Set; Air Conditioners for Central Trust of China. April 30. E.S.B. 12405/63.*

FRANCE

Boilers; Monorail System for Etablissement D'Experiences Techniques D'Angers. April 30. E.S.B. 12404/63.*

GREECE

Broadcasting and Television Equipment for Hellenic National Broadcasting Institute. July 1. E.S.B. 38987/62.*

Ministry of Trade:

Litharge. May 24. E.S.B. 12408/63.*
Research Instruments. (Further Information.) May 21. E.S.B. 36819/62.*
Volley Balls. April 29. E.S.B. 12402/63.*
Non Ferrous Metals Manufactures. May 6. E.S.B. 12151/63.*
Research Laboratory Equipment. (Further Information.) E.S.B. 34688/62.*
Precision Balances. (Further Information.) E.S.B. 39178/62.*
Photographic Materials. May 3. E.S.B. 10997/63.*

ICELAND

Borehole Pumps for Reykjavik Purchasing Centre. May 17. E.S.B. 12803/63.*
Pumps for Reykjavik Municipal Purchasing Centre. May 18. E.S.B. 12804/63.*

INDIA

Construction of a Dam for Kerala State Electricity Board. June 20. E.S.B. 12845/63.
Heat Treatment Equipment; Inspection Equipment; Central Clock System; Assembly and Spray Painting Equipment; Laboratory Equipment; Office Furniture for Hindustan Machine Tools Ltd. (Further Information.) Closing date extended to May 16. E.S.B. 10021/63
Cable; Wire for Department of Posts and Telegraphs. June 28. E.S.B. 12823/63.
Cranes for Workshops Division, Dapuri. May 9. E.S.B. 12416/63.
Laboratory Equipment for Delhi Electric Supply Undertaking. April 30. E.S.B. 12172/63.
Metal Working Machines for Joint Directorate of Industries and Commerce. April 29. E.S.B. 12809/63.*
Mobile Cranes for Madras Port Trust. May 30. E.S.B. 12820/63.*
Pumps for Fertiliser Corporation of India. April 30. E.S.B. 12442/63.*

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Information for U.K. Importers (*Continued*)

Steel Wire Ropes for Bombay Port Trust. (Further Information.) Tender documents now available. E.S.B. 11343/63.*
Signal Posts for Directorate General of Supplies and Disposals. April 30. E.S.B. 12825/63.*
Transformers for Madhya Pradesh Electricity Board. (Further Information.) Tender documents now available. E.S.B. 11327/63.*
Travelling Crane for Hydel Designs Directorate. (Further Information.) Closing date postponed to May 16. E.S.B. 4445/63.

Damodar Valley Corporation:
Condenser Tubes. (Further Information.) Closing date postponed to May 2. E.S.B. 11349/63.*
Hoists. (Further Information.) E.S.B. 37935/62/D.L.F.

U.P. State Electricity Board:
Transformer. May 8. E.S.B. 12165/63.
Transformers. May 21. E.S.B. 12167/63.
Electric Meters. June 18. E.S.B. 12166/63.

Atomic Energy Establishment, Trombay:
Copper Wires. April 30. E.S.B. 12811/63.
Extensometer. May 8. E.S.B. 12180/63.
Pulverizing Mill. April 30. E.S.B. 12125/63.
Mechanical Handling Equipment. May 17. E.S.B. 12126/63.
Hoists. April 29. E.S.B. 12175/63.
Spectrophotometer. May 6. E.S.B. 12177/63.
Piezometer. May 9. E.S.B. 12181/63.
Air Conditioning Plant. May 13. E.S.B. 12182/63.
Recording and Measuring Instruments. May 7. E.S.B. 12179/63.
Electrostatic Separator. May 2. E.S.B. 12176/63.

IRAQ

Air Blowers for Ministry of Municipalities. July 3. E.S.B. 12195/63.
Civil Engineering Project for Ministry of Works and Housing. (Further Information.) Closing date postponed to July 9. E.S.B. 31721/62.*
Electrical Materials for Iraqi Republican Railways. May 12. E.S.B. 12192/63.*

Ministry of Defence:
Medicines. (Further Information.) Tender documents now available. E.S.B. 11407/63.*
Tool Kits. April 29. E.S.B. 12191/63.

Government Oil Refineries Administration:
Tetraethyl Lead. May 14. E.S.B. 12197/63.
Ropes. May 8. E.S.B. 12198/63.
Vehicles. April 30. E.S.B. 12196/63.

JORDAN

Jordan Petroleum Refinery Co. Ltd.:
Articulated Tanks. April 30. E.S.B. 12444/63.*
Hose and Hose Connections. April 30. E.S.B. 12445/63.*
Laboratory Chemicals. April 30. E.S.B. 12821/63.*

KUWAIT

Kuwait Oil Co. Ltd.:
Steel Manufactures. May 12. E.S.B. 12418/63.*
Ropes Hemp. May 12. E.S.B. 12419/63.*

Ministry of Electricity and Water:
Chilling Units; Cooling Towers and Pumps. May 12. E.S.B. 12452/63.*
Cable Joint Boxes. May 12. E.S.B. 12451/63.*
Switchgear. May 15. E.S.B. 12447/63.*
Self Propelled Crane. May 1. E.S.B. 12450/63.*
Switchboards. May 15. E.S.B. 12446/63.*
Transformers. May 15. E.S.B. 12453/63.*
Steel Manufactures. May 1. E.S.B. 12455/63.*
Cables. May 12. E.S.B. 12454/63.*
Lamps (Streetlighting). May 19. E.S.B. 12420/63.*
Overhead Line Equipment. May 19. E.S.B. 12421/63.*
Trenching Machine. May 19. E.S.B. 12422/63.*

MALAYA

Steel Tank for Public Works Department. May 1. E.S.B. 12857/63.
Dock Construction Work for Penang Port Commission. (Further Information.) E.S.B. 10063/63.

MOROCCO

The Works Sub-Division of Beni-Mellal:
Construction of Steel Foundations. May 3. E.S.B. 12843/63.
Prefabricated Parts for Schools. April 29. E.S.B. 12842/63.

NEW ZEALAND

General Post Office:
Cells. May 15. E.S.B. 12851/63.*
Radio Valves. May 15. E.S.B. 12846/63.*

PAKISTAN

Measuring Instruments for Pakistan Western Railway. May 7. E.S.B. 12830/63.*
Steel Bars for National Bank of Pakistan. May 6. E.S.B. 12841/63.

Directorate of Supply:
Laboratory Equipment. April 29. E.S.B. 12432/63.*
Heating Plant. April 29. Tender documents (other than plans) available. E.S.B. 12424/63.*
Dump Trucks. April 30. E.S.B. 12831/63.*
Mobile Crane. April 30. E.S.B. 12832/63.*
Aqualung Diving Apparatus. April 29. E.S.B. 12438/63.*
Motor Scooters. April 29. E.S.B. 12437/63.*
Bitumen. May 16. E.S.B. 12435/63.*
Telephone System. April 29. E.S.B. 12439/63.*
Vehicles. April 29. E.S.B. 12436/63.*
Vehicle. April 29. E.S.B. 12433/63.*
Tipping Trucks. April 30. E.S.B. 12833/63.*
Dump Trucks. April 30. E.S.B. 12834/63.*

PORTUGUESE EAST AFRICA

Construction of Infirmary for Ports, Railways and Transport Department. June 24. E.S.B. 12110/63.

PORTUGUESE WEST AFRICA

Kitchen Equipment; Steam Generator; Hot Water System and Incinerating Plant for Direccao Dos Servicos De Obras Publicas E Transportes. (Further Information.) E.S.B. 9718/63.

RHODESIA AND NYASALAND

Hospital Equipment for Federal Tender Board. May 3. E.S.B. 11881/63.*

SOUTH AFRICA

Coaling Appliances for South African Railways. (Further Information.) Closing date postponed to May 24. E.S.B. 9459/63.

State Tender Board:
Drugs. May 8. E.S.B. 12866/63.*
Electric Winch. May 2. E.S.B. 12862/63.*

SOUTH VIETNAM

Textile Machinery for Societe Synthelaine. May 31. E.S.B. 11387/63.*

SPAIN

Canal and Waterway Improvements for Ministerio De Obras Publicas. May 6. E.S.B. 11896/63.
T.V. Equipment for Ministerio De Información y Turismo. April 29. E.S.B. 12853/63.

SUDAN

Paper and Manilla Tiles for Department of Stores and Equipment. April 30. E.S.B. 11384/63.
Telephone Equipment for Department of Posts and Telegraphs. May 25. E.S.B. 12494/63.*
Fertilizers for Department of Agriculture. May 15. E.S.B. 12492/63.
Hydraulic Block Making Machines for Ministry of Local Government. April 30. E.S.B. 12493/63.

The Sudan Gezira Board:
Well Boring Equipment. May 20. E.S.B. 12812/63.*
Lubricating Oils and Greases. May 12. E.S.B. 12813/63.*

Sudan Railways:
Tyres for Carriage and Wagon Wheels. May 21. E.S.B. 12113/63.*
Axles, Steel. May 16. E.S.B. 12115/63.*
Steel Shed. April 30. E.S.B. 12116/63.
Balancing Machines. May 1. E.S.B. 12117/63.*
Balancing Machines. May 1. E.S.B. 12824/63.*
Cylinder Oil. May 1. E.S.B. 12822/63.*
Axles, Steel. (Further Information.) Tender drawings now available. E.S.B. 12115/63.*

SYRIA

Paper and Cigarette Making Materials for L'Administration Du Monopole Des Tabacs Et Tombacs Syrien. May 3. E.S.B. 12187/63.

THAILAND

Road Rollers for the Department of State Highways. April 29. E.S.B. 12829/63.
Furnaces for Treasury Department. April 29. E.S.B. 12171/63.
Drilling Equipment for National Energy Authority. April 29. E.S.B. 12168/63.*
Battery Assembly Machine for the Battery Organisation. April 29. E.S.B. 12461/63.
Flux for State Railways of Thailand. May 2. E.S.B. 12827/63.

TURKEY

Bolt and Washer Manufacturing Plant for State Railways Administration. May 15. E.S.B. 11389/63.*
Refrigerators for Turkish Maritime Bank. April 30. E.S.B. 12189/63.*
Insulators for Etibank Genel Mudurlugu. May 8. E.S.B. 12818/63.*

PTT Genel Mudurlugu, Malzeme Dairesi:
Telephones. May 22. Tender documents (in Turkish) available. E.S.B. 11899/63.*
Various Couplings. May 31. Tender documents (in Turkish) available. E.S.B. 12817/63.*
Denizcilik Bankasi T.A.O.:
Boiler Tubes. May 6. E.S.B. 12806/63.*
Marine Compasses. May 7. E.S.B. 12808/63.*
Red Lead (Minium). May 7. E.S.B. 12807/63.*

UNITED STATES OF AMERICA

Pumps for Bureau of Reclamation, Denver. (Further Information.) E.S.B. 8445/63.

URUGUAY

Water Tube Boiler for Facultad De Ingeneria Y Agrimensura. June 20. E.S.B. 12411/63.*

(*Continued on next page*)

A SERVICE IN GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer its customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. You can obtain full information about this service by sending a postcard to Sales Promotion (HMSO), Room D.42, Atlantic House, Holborn Viaduct, London, EC1, asking for the CATALOGUE SERVICE LEAFLET.

Information for U.K. Exporters (*Continued*)

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (inquiries by telephone: City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

All Countries

Successful bidders for overseas contracts. (E.S.B. 860/63.)

Australia

Inquiry for mailing machines. (E.S.B. 11977/63.)
Inquiry for butchers' and bakers' equipment. (E.S.B. 11792/63.)
Inquiry for garden furniture; recording tape; toys; sports goods; machine tools; photographic equipment. (E.S.B. 11952/63.)
Manufacture under licence – electric motors; concrete products; engineering products for timber milling industry. (E.S.B. 11510/63.)

Belgium

Agency inquiry for domestic electric appliances. (E.S.B. 12638/63.)

Canada

Inquiry for mirror glass. (E.S.B. 9970/63.)
Inquiry for travel goods; leather goods. (E.S.B. 8571/63.)
Inquiry in respect of educational supplies. (E.S.B. 12084/63.)
Inquiry for silver-ware. (E.S.B. 12268/63.)
Private and Public Investment. (C.R.E. 4478/57.)

Costa Rica

Agency inquiry for yarns. (E.S.B. 12075/63.)

Denmark

Manufacture under licence – yarns. (E.S.B. 12004/63.)

El Salvador

Inquiry for hospital equipment – Further information. (E.S.B. 3532/63.)

Finland

Economic report, February 1963. (C.R.E. 384/63.)

France

Agency inquiry for pneumatic transport. (E.S.B. 11187/63.)
Agency inquiry for steel sheets, bars and sections. (E.S.B. 9369/63.)
Agency inquiry for textiles and thread; sewing machines. (E.S.B. 11674/63.)
Agency inquiry for foodstuffs; canning machinery; motor car accessories. (E.S.B. 12397/63.)
Agency inquiry for materials handling equipment; wood fibre containers. (E.S.B. 12279/63.)
Agency inquiry for high speed drills. (E.S.B. 12308/63.)
Agency inquiry for building materials; goods lifts; builders' joinery; metal work; hardware. (E.S.B. 12616/63.)

France/Sweden

Trade Agreement. (C.R.E. 6483/G.)

Germany (Federal Republic of)

Agency inquiry for travelling rugs; scarves. (E.S.B. 11964/63.)
Agency inquiry for hospital sterilization equipment. (E.S.B. 11217/63.)
Inquiry for hand tools. (E.S.B. 11557/63.)

Ghana

Agency inquiry for electrical conduit and accessories. (E.S.B. 12065/63.)

India

Agency inquiry for nuclear test instruments; textile testing equipment; biological equipment; electrical medical apparatus. (E.S.B. 12222/63.)

Iran

Agency inquiry for steel sheets; pipes and fittings; electrical cables and equipment; fire protection and safety equipment; machine tools and gauges; chemicals; valves. (E.S.B. 9258/63.)

Israel

Agency inquiry for yarns; cotton poplin. (E.S.B. 12576/63.)
Inquiry for cycle components and accessories. (E.S.B. 12389/63.)

Italy

Agency inquiry for iron and steel. (E.S.B. 10781/63.)
Manufacture under licence – concrete mixers. (E.S.B. 12227/63.)

Jamaica

Agency inquiry for hotel equipment. (E.S.B. 12206/63.)

Japan

Economic report, February 1963. (C.R.E. 5945/62.)

Kenya

Inquiry for textiles; building materials; iron and steel; railway equipment. (E.S.B. 12395/63.)

Mali

Inquiry for machinery and plant. (E.S.B. 11574/63.)

Mozambique (Portuguese East Africa)

Market report on building and constructional materials including builder's hardware. (E.S.B. 2966/63.)

Netherlands

Agency inquiry for plastics hair roller curlers. (E.S.B. 12357/63.)
Inquiry for engines for vehicles. (E.S.B. 8994/63.)

New Zealand

Manufacture under licence – aluminium partitions. (E.S.B. 11995/63.)
Manufacture under licence – office furniture. (E.S.B. 11914/63.)

Norway

Economic report February 1963. (C.R.E. 2995/63.)

Pakistan

Market report on domestic and industrial gas appliances. (E.S.B. 6852/63.)
Collaboration – ceramics plant; electrical cable plant. (E.S.B. 11526/63.)

Paraguay

Market report on water pumps. (E.S.B. 5933/63.)

Philippines

Inquiry for glassmaking materials; supplies for box making plant. (E.S.B. 11662/63.)

Rhodesia and Nyasaland

Agency inquiry for underwear. (E.S.B. 12039/63.)

Singapore

Industrial development plans – further information. (E.S.B. 13700/1/62.)

South Africa

Agency inquiry for knapsack dusting machines; insecticides. (E.S.B. 10198/63.)
Inquiry for engineering products. (E.S.B. 9999/63.)
Inquiry for marine equipment; fishing equipment. (E.S.B. 11739/63.)
Market report on commercial laundry and dry cleaning machinery. (E.S.B. 6805/63.)

South Vietnam

Agency inquiry for rayon and nylon yarns. (E.S.B. 11738/63.)

Spain

Inquiry in respect of miscellaneous agencies. (E.S.B. 8779/63.)
Economic report, February 1963. (C.R.E. 2450/63.)

Sweden

Inquiry for plastics toy kits. (E.S.B. 12574/63.)

Switzerland

Agency inquiry for chinaware; glassware; household novelty products. (E.S.B. 11950/63.)
Agency inquiry for electronic measuring and testing equipment. (E.S.B. 12621/63.)
Agency inquiry for foodstuffs. (E.S.B. 12342/63.)

Tanganyika

Government stores – purchasing practice. (E.S.B. 484/G.)

Trucial States

Inquiry for plastics card covers. (E.S.B. 12243/63.)

Tunisia

Inquiry for prefabricated buildings. (E.S.B. 12564/63.)

Turkey

Inquiry for bicycle components. (E.S.B. 12295/63.)
Economic report – February 1963. (C.R.E. 115/63.)

Uganda

Inquiry for fibre glass canoes. (E.S.B. 7103/63.)

United States of America

Agency inquiry for wirecloth and filters. (E.S.B. 10517/63.)
Inquiry for polyvinyl chloride. (E.S.B. 12099/63.)
Inquiry for souvenirs; general merchandise; giftware. (E.S.B. 12382/63.)
Inquiry for chemicals. (E.S.B. 12507/63.)
Manufactured under licence – specialized small accessories for aircraft engines and geared machinery. (E.S.B. 35392/62.)

Uruguay

Inquiry for machinery and plant for rubber products. (E.S.B. 11134/63.)

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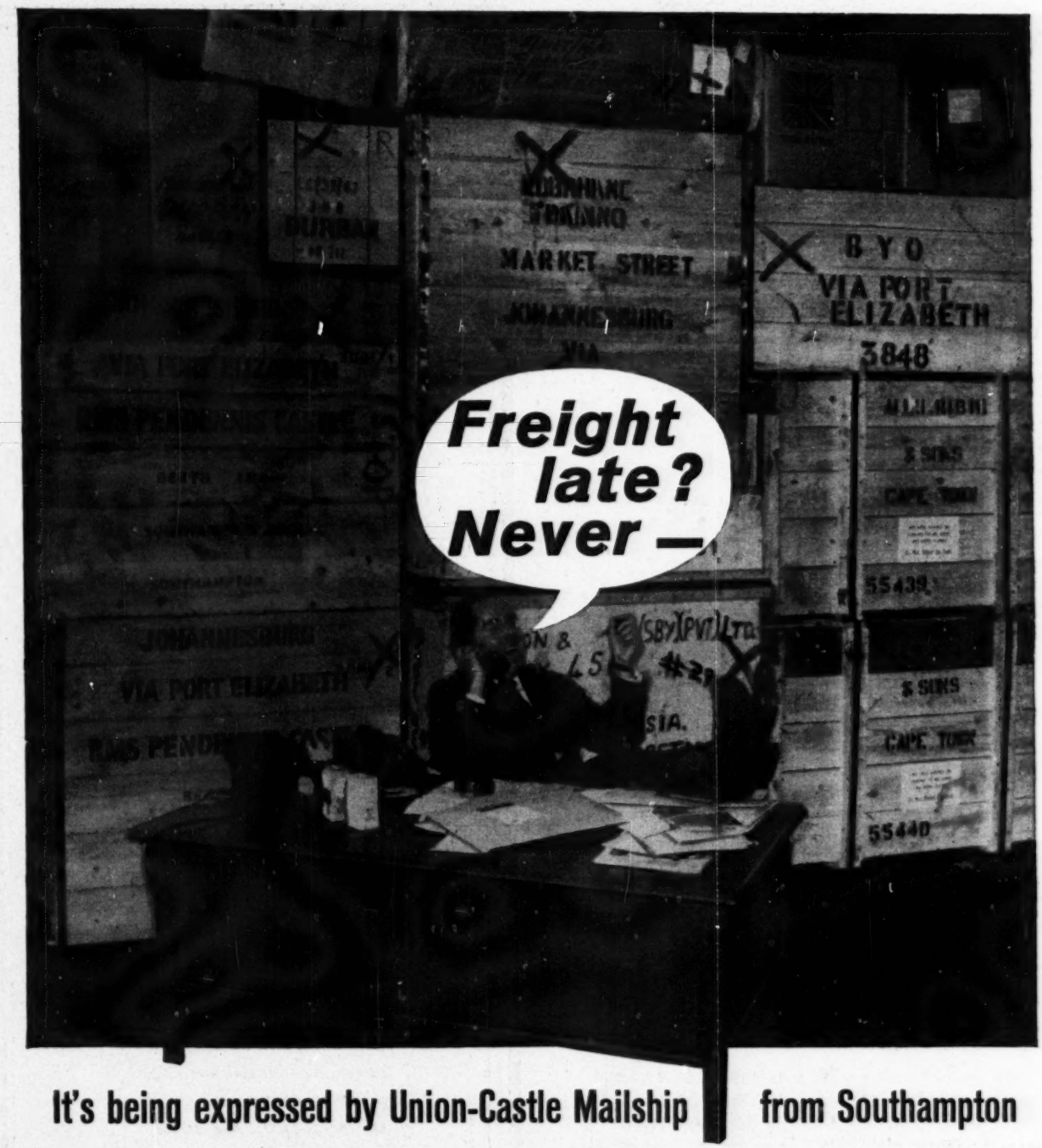

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BLOCK LETTERS

12

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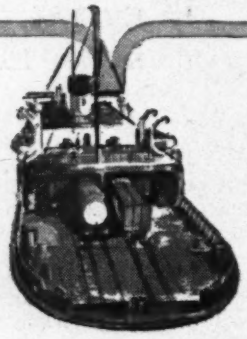

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BRITISH RAILWAYS

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which provides profiles of these seven markets. Copies can be obtained through any branch of the bank or from Barclays Group Office, 54 Lombard Street, London, E.C.3. Alternatively please get in touch with any of our specialised foreign branches:—

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West End Foreign Branch, 1 Pall Mall East, SW1
Birmingham: 61 Colmore Row
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Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Tariffs in the European Economic Community

IN THE *Board of Trade Journal* dated January 18, 1963, page 176, attention was drawn to the fact that on July 1, 1963 the member States of the European Economic Community would not only be reducing import duties between themselves but would also, on industrial products (i.e. those goods not listed in Annex II to the Treaty of Rome), be making the second alignment of their individual national duties on imports from countries not members of the Community with the Common Tariff eventually to be applied by members of the Community on these imports.

It is understood that the Council of the European Economic Community has now decided that this move will be made on the basis of the maintenance of the 20 per cent. notional reduction in the Common External Tariff which was used for the calculation of the first move towards the Common Tariff on January 1, 1961. Where, however, a rate lower than this has been negotiated in the GATT Tariff negotiations which were concluded last year this lower rate will be used for the calculations. A translation of the text of this Decision will be provided as soon as it is available.

FRANCE

Global Quota for Fresh Vegetables

THE FRENCH *Journal Officiel* of March 31, 1963, announced the opening of a quota for the import of aubergines, pumpkins and marrows (Tariff heading 07-01 SI) originating in and imported from all countries.

Import licence applications, on form AC, will be received at the *Ministere des Finances et des Affaires Economiques, Service des Autorisations Commerciales (Importations),* 8 rue de la Tour-des-Dames, Paris 9e, from March 31 onwards. No applications may be made after May 24, 1963. Each application should be in respect of one country of origin and one importing country. Licences will be valid only up to May 31, 1963; this limited period of validity will be indicated on the licence.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Modifications to French Customs Tariff

THE FRENCH *Journal Officiel* of April 7, 1963, announced the following temporary reduction of the Customs Duty on imports of potatoes.

Tariff No.	Description	Reduced Rate of Duty
		Per cent.
07-01	Vegetables, fresh or chilled: A. Potatoes: II. Early potatoes: (a) (2) From March 1 to May 15	15 (Up to and including May 15, 1963

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35, Old Bailey, London, E.C.4.

IRISH REPUBLIC

Import Quotas

THE IRISH Authorities have announced the following quotas under the Control of Imports Acts, 1934 and 1937:

Goods	Quota	Quota Period	Quota No.
Hose (other than half-hose) made wholly or partly of silk or artificial silk.	190,000 pairs	March 1, 1963 to June 30, 1963	12
Certain woven fabrics of wool or worsted or synthetic or artificial textile.	600,000 sq. yds.	March 1, 1963 to June 30, 1963	13
Certain brushes, brooms and mops . .	12,500 articles	April 1, 1963 to June 30, 1963	28
Certain laminated springs and certain component parts of laminated springs.	A quantity equal in value to £500	April 1, 1963 to June 30, 1963	36

PORTUGAL

Drawback of Import Duty on Electrolytic Copper and Zinc

THE PORTUGUESE authorities, by decree No. 44918 of March 16, 1963, have permitted the importation under the drawback system of electrolytic copper and zinc and ordinary zinc, intended for the manufacture of brass bars and other articles. An amount equivalent to the import duty on the zinc and copper content, calculated by weight is to be refunded on export of the manufactured articles.

Commercial invoices specifying the amount of zinc and copper imported, and an official analysis certifying the zinc and copper content of the exported products, will be required, and the Customs authorities will take samples of the goods imported and exported.

ICELAND

Global Quotas and Restricted Imports

DETAILS of the global quotas and restricted imports for 1963 were published in the *Board of Trade Journal* of March 8, 1963 (pages 592-3).

There was a discrepancy in the information published by the Icelandic Ministry of Commerce and the following details of Chapter 17 of the Icelandic Customs Tariff should be substituted for those previously published.

Global Quotas – Part II

Customs List		Type of goods	Import quota 1963
Chapter	No.		
17	1	Granulated sugar and cube sugar	Kr. 13,550,000
	8	Glucose	250,000

Restricted Imports

Customs List		Type of goods
Chapter	No.	
17	5, 12-16, 18	Sugar confectionery.

ITALY

Changes in Customs Duties and in Import Quotas

THE ITALIAN Government have recently taken further measures (Presidential Decrees 195 and 196 of March 6, and 238 of February 12) to combat the rise in the cost of living and customs duties have been reduced on a range of goods, principally in the category of foodstuffs. Most of these reductions apply to imports from other Member States of the EEC but in the following cases new reduced rates apply to imports from other sources:

Tariff Nos.	Goods	Non-EEC Countries
0701 A I b	Seed potatoes, other	10%
0701 A III b 2	Other potatoes	5% (until April 30, 1963)
0703 A I	Olives	8%
0705 A I a	Peas, skinned or split	2% (until April 30, 1963)
0705 A I b	Peas, other	
0705 A II	Chick peas and beans	
0705 B I	Lentils	5% (until April 30, 1963, at 2%)
0705 B II	Dried leguminous vegetables, shelled, whether or not skinned or split: Other, not specified	7% (until April 30, 1963, at 2%)
0801 B	Bananas	20%
0812 A and B	Dried apricots, peaches and nectarines	8%
0812 D	Dried apples and pears	8%
1507 B II a 2 aa, beta	Fixed vegetable oils: Olive oil, virgin, for uses other than in the fish preserving industry	17% (until April 30, 1963, at 2%)
4501 A	Unworked natural cork, in plates or parts of plates, exceeding 30 mm. in thickness	5%
4501 B I and II	Other cork, in plates or pieces of a thickness of 30 mm. or less, and waste cork	10%
4501 B III	Other cork, crushed, granulated or ground	15%
8452 C III	Entry and exit machinery	11%
ex 8452 C IV	Automatic traffic counters	11%
ex 8522 C IV	Detector pads	10%

Importation of Foreign Pig Fat

IN a Ministerial Decree of February 20, 1963, authority is granted for the resumption of temporary and final imports of pig fat and lard, fresh, chilled, salted or in brine, dried or smoked (Tariff No. ex 0205) from EEC countries as well as from countries to whom the Schedule "A Import" applies (this includes the U.K.).

Increased Rates of Customs Duty

IN Presidential Decree No. 239 of February 12, 1963, the following upward adjustments have been made to the rates on the following items, nearly all of which relate to products used in the manufacture of synthetic rubber, except for lead and zinc waste and scrap, which are treated as 'sensitive items' in the Italian economy and where the duty has also been increased.

Tariff Nos.	Non-EEC Countries
27.14 C I a	3%
29.02 A IIa 1 aa	18%
29.08 A I a 2 aa	22%
29.08 D I	14%
29.13 A I a 1	14%
29.22 B II a	12%
29.22 D VII b 1	16%
29.23 D IV b 2 aa beta	17%
29.31 B II a	18%
29.35 A I a	14%
32.03 B I a	10%
32.03 B I b 1	10%
34.01 B I	15%
34.01 B II	15%
38.19 Q IV i j	14·40%
38.19 Q IV 1	14·40%
78.01 B	10%
79.01 B	11%

Duty Suspensions and Reductions and Import Quotas

PRESIDENTIAL Decree No. 239 of February 12, 1963, announces the total or partial suspension of duty for the whole of 1963 on the following products, which apply equally to imports from EEC and all other sources:

Tariff Nos.	Goods	Amount of Quota	Rate of Duty
ex 2714 B	Petroleum coke used in the manufacture of aluminium	No limit	Duty Free
ex 2901 D I b 2 cc	Xylene used in manufacture of synthetic textiles	No limit	Duty Free
ex 1405 B II b	Seeds of guar	No limit	Duty Free
ex 4403 A II	Tropical woods other than obeche	190,000 cu. m.	1·5% *ad val* to June 30, 1963 3·0% July 1, 1963 to December 31, 1963
ex 0301 B II	Tunny fish for the canning industry	32,000 tons	Duty Free
ex 0302 A I b 2 bb	Codfish including stockfish and baccala	44,000 tons	Duty Free
ex 0302 A II a 2 bb	Cod fillets and fillets of stockfish and baccala	2,000 tons	Duty Free
ex 0701 A I a	Seed potatoes of the Krasava, Akersegen, Sieglinde, Majestic and Kenneber varieties	9,000 tons	Duty Free
3805 B I	Tall oil, for use in the manufacture of synthetic rubber	280 tons	Duty Free
7302 E I c	Ferro-chrome with a carbon content of up to 0·1% for direct use by industries	12,000 tons	Duty Free

All inquiries concerning these decrees should be addressed to Export Services Branch (Tariff Section) Room E 39, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. CITy 5757, Ext. 450).

TURKEY

Global Import Quotas and Liberalization Lists

FURTHER to the notices published in the *Board of Trade Journal* on January 25 (pages 235-239) February 1 (pages 285-289) and February 8 (pages 361-362) the Turkish authorities have now published the following amendments:

Global Import Quotas

Page No.	Serial No.	Tariff Statis. No.	
236	79	39.02.90	In column headed 'Tariff Statis No.' add: 39.02.10.

Liberalization List

Page No.	Tariff Statis No.	
287	48.15.90	Add the following item: 48.13.20. Only stencils.
287	40.01.20	Add to the description: (including latex).

Global Import Quotas and Liberalization Lists

Page No.	Tariff Statis No.	
361	51.01.21 31 41 51 51.03.21 51.01.22 32 42 52 51.03.25	Remarks should read: To be financed only from AID funds. (May be imported only from AID eligible sources as listed in Note (1)). Those of 20 denier or less shall be paid from Turkish resources. Applications for the AID zone for yarn on polyester and polypropylene basis shall be paid out of AID funds. Applications for zones outside AID from Turkish resources.

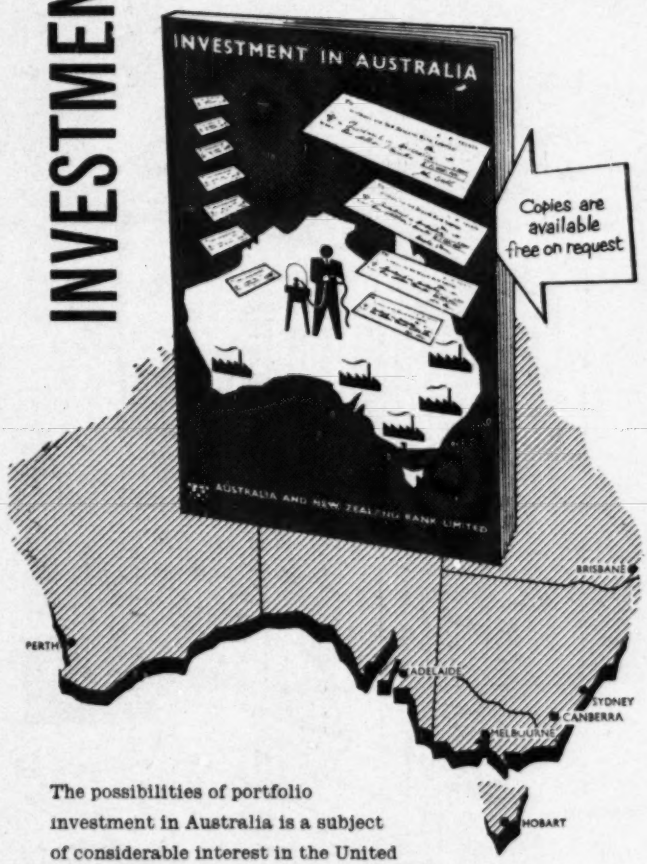
Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, S.W.1. (Tel. Trafalgar 8855, Ext. 2715).

Global Import Quotas

FURTHER to the notice published in the *Board of Trade Journal* on January 25 (pages 235-239) the following items were subsequently added to the quota list. Turkish importers were invited

(*Continued on page* 913)

INVESTMENT IN AUSTRALIA



The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as . . .

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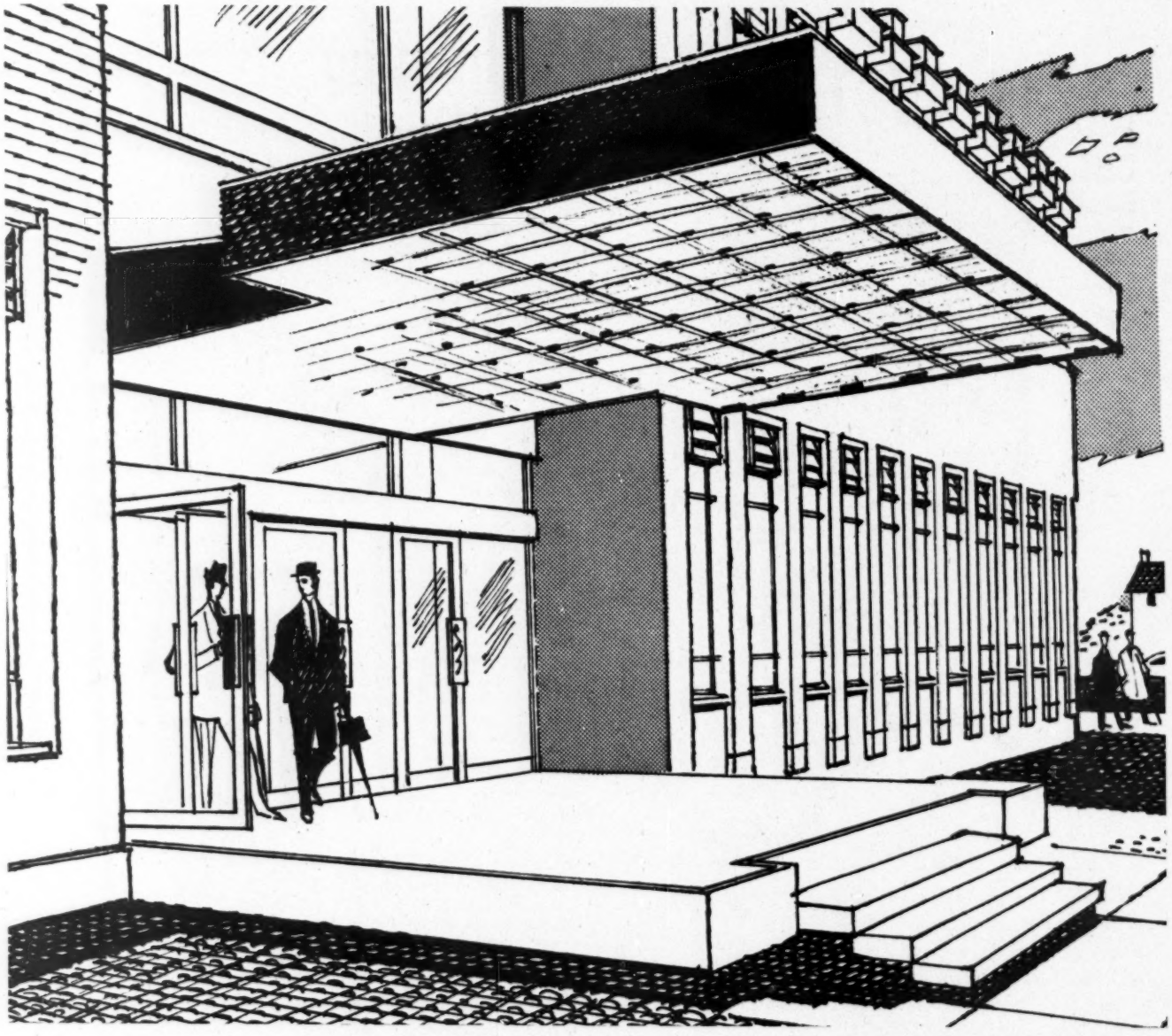


What do Lloyds Bank do at The Causeway?

(It could be of very great interest to your limited company)

The Causeway, Goring-by-Sea. A new building for Lloyds Bank Registrar's Department. And what can they do for *you*? . . . A very great deal indeed.

The Registrar's Department can relieve your own office of all the burdens involved in maintaining your registers of members and debenture holders, in handling transfers of shares, in the preparation and despatch of dividend warrants, and the sending out of annual reports, and other notices to shareholders.

More and more companies are relying on this Lloyds Bank service. Some of the largest concerns in the country do so, but so do some who are relatively small.

Your company next?

For full information write to the Registrar's Department at the address below.

Lloyds Bank Limited *Registrar's Department*

THE CAUSEWAY, GORING-BY-SEA, WORTHING

Turkey (*Continued*)

to apply to authorized banks for import licences before April 13, for items numbered 292–297 and April 21, for items numbered 299–300.

Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota
			(1,000 dollars))	
292	25.23.21	Ordinary Portland cement	—	20
293	25.23.30	White cement	—	5
294	44.05	Sawn wood	—	5
295	69.08.10	Ceramic tiles	—	20
296	69.11.10	Porcelain tableware	—	10
297	73.10.10	Machine wire (At the order of the Ministry of Industry)	50	—
299	68.12.90	Only cement asbestos pipes	—	10
300	73.10.20	Only normal round iron, 6-12 mm. diameter	—	100

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2715.)

CYPRUS

Customs Tariff Amendments

THE BOARD OF TRADE has been advised that the amendments to the Cyprus Customs Tariff published in the *Board of Trade Journal* dated February 8, 1963, page 360, have been reconsidered by the Cyprus Authorities.

Details of these further amendments can be seen in Tariff Section, Export Services Branch, Board of Trade, Hillgate House(Room E48), 35, Old Bailey, London, E.C.4. (Telephone City 5757, Ext. 471/2/3).

ISRAEL

Liberalization of Imports

A LIST of items for which import licences are now being issued by the Israeli authorities was published in the *Board of Trade Journal* on April 5, 1963. The following schedule of amendments to that list should be noted:

Customs Tariff Item	
90·04 (b)	In the description delete 'Rifles' and substitute 'Spectacles for use under water'.
0.16 (b) (2) G	Plumb bobs. Tariff item No. should read 90.16 (b) (2) G.
93.05 (b)	In the description delete 'Parts for underwater fishing equipment' and substitute 'Rifles for underwater fishing'.
93.06 (b) (1)	In the description delete 'Equipment for underwater fishing' and substitute 'Parts for above equipment'.
97.06	Add new item: '97.06 Sports' balls.'
97.06 (a)	In the description delete 'Goggles for underwater fishing' and substitute 'Underwater fishing equipment, other'.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

GHANA

Imports of Rubber and Canvas Shoes, Plastic Sandals and Hair Combs

THE CONTROLLER of Imports and Exports published in the Commercial and Industrial Bulletin to the Ghana *Gazette* of March 29, 1963, and April 5, 1963, Notices to Importers Nos. 214 and 215 in which notification was given for the information of importers to whom licences have been issued for footwear under Customs Group Item 851 that such licences do not permit the importation of rubber and canvas shoes and plastic sandals. Importers who use their licences in importing rubber and canvas shoes and plastic sandals will have such goods confiscated.

Similarly, licences issued for Manufactured Articles, brooms, brushes, dusters, sieves etc., under Group 899 do not cover the importation of hair combs and importers who use their licences to import hair combs will have them confiscated.

CANARY ISLANDS

Import Licensing Arrangements for 1963

PARTICULARS of the licensing arrangements for the Canary Islands were published in the *Board of Trade Journal* of February 23, 1962 (page 423) and August 31, 1962 (page 479).

The Regional Delegation of the Ministry of Commerce at Teneriffe has now announced the following new arrangements for 1963.

The former special list of 'superfluous and less essential goods' has been annulled.

The undermentioned goods which are on the 1963 Spanish list of global quotas are considered to be **necessary** imports and have been globalized. Import licences for them will be issued monthly.

Quota No.	Goods
1	Hops.
2	Tinned meats.
3	Tinned fruits.
4	Miscellaneous foodstuffs.
6	Fish flour.
9	Inorganic chemical products.
10	Organic chemical products.
11	Pharmaceutical specialities.
12	Special fertilizers.
13	Paints and varnishes.
30	Iron and steel products of an essential nature.
31	Other metal products.
32	Tools.
33	Iron and steel tubes.
34	Wire cables, cords, etc.
35	Engines not liberalized.
36	Dumping vehicles.
41	Carbon and graphite parts and objects.
42	Tractors.
44	Autobuses.
45	Fire fighting materials.
47	Taximeters and parts.
52	Equipment for new industries.
53	Paper.
54	Electric accumulators.

The following goods which are also on Spanish global quota list are globalized but are considered to be **less essential.** Import licences for them will be distributed quarterly. Because of the delay in the Teneriffe authorities' announcement, the first distribution of licences in 1963 will cover a period of six months.

Quota No.	Goods	
5	Beer	Licences to be issued in the second fortnight of March 1963.
14	Perfumery	
15	Preparation for lye	
18	Plastic goods	
19	Wooden articles	
28	Glassware and porcelain goods	
29	Imitation jewellery	
38	Radio and television sets	
39	Radio and television transmitters	
40	Parts, not liberalized, for electric apparatus	
48	Phonographs, dictaphones and apparatus for registering and reproducing sound	
49	Sound supports	
50	Parts for apparatus under Customs No. 92.11	
30	Iron and steel goods of a non-essential nature	Licences to be issued in the first fortnight of April 1963.
32	Cutlery	
37	Office equipment	
51	Toys	
20	Textile fibres	Licences to be issued in the second fortnight of April 1963.)
21	Threads and yarns	
25	Fibre textiles	
26	Manufactured textiles	
27	Special textiles	

The goods listed below are considered bilateral and are classed as **less essential.** Import licences for them will be distributed on a quarterly basis. Because of the delay in the Teneriffe announcement the first distribution of licences for 1963 will cover a period of six months.

	Goods	Dates for distribution of licences
1	Alcoholic beverages	Second fortnight in April 1963.
2	Domestic soap	Second fortnight in March 1963.
3	Refrigerators, air conditioners and other domestic electric appliances not liberalized	1st fortnight in April 1963.
4	Miscellaneous goods: brushes, cultivated pearls, chiclet, combs, whalebones for corsets, pulverizers, vacuum flasks, etc., buttons, cuff links, etc.	Second fortnight in April 1963.

No opening and closing dates have been fixed for the submission of declarations/applications in respect of liberalized goods and other goods (globalized or bilateral) for the province of Teneriffe, Canary Islands.

SPAIN

Opening of Global Quotas

THE LIST of Spanish global quotas for 1963 was published in the *Board of Trade Journal* of March 29, pages 732 and 735.

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		U.S. dollars	
36	Dumpers	100,000	May 1
41	Non-liberalized parts and articles of carbon and graphite for electrical uses	250,000	May 1
44	Buses and parts for their manufacture	500,000	May 1
45	Non-liberalized fire-fighting material and parts for its manufacture	250,000	May 1
51	Toys, games and articles for recreation	100,000	May 1

FEDERATION OF RHODESIA AND NYASALAND

Customs Tariff Changes

FEDERAL GOVERNMENT Notice No. 110 published in the Federation of Rhodesia and Nyasaland *Government Gazette* of March 29, 1963, sets out the following amendments to the Customs Tariff with effect from that date. Britain pays the Column D rate of duty.

Tariff Item	Article	Duty A	Duty B	Duty C	Duty D
122	By the repeal of paragraphs (b) and (c) of sub-item (i) and by the substitution therefor of the following paragraphs:				
	(b) Plate, sheet or strip, flat or in coils, being rolled products of a width exceeding 12 inches, irrespective of thickness, with a plain, chequered, ribbed or similar patterned surface, whether or not chamfered or rounded at the edges, channelled or corrugated, coated with non-metallic substances or metals other than precious metals, or treated or worked to improve the appearance, finish or properties of the metal: not being perforated or otherwise worked:				
	(i) Flat or in coils, corrugated or channelled, being galvanized; corrugated or channelled, uncoated or rough coated to prevent rust: of a thickness of not less than ·0196 inch but less than ·125 inch *ad val.*	17½%	12½%	7½%	7½%
	(ii) Flat or in coils, with plain surface, uncoated or rough coated to prevent rust: of a thickness of not less than ·0196 inch but not more than ·25 inch *ad val.*	17½%	12½%	7½%	7½%
	(iii) Other, but not including lacquered or lithographed tinplate, terneplate or blackplate *ad val.*	10%	5%	Free	Free
	(c) Hoop or strip, flat, corrugated or in coils, being a product of not more than 12 inches in width and less than ⅛ inch in thickness; bar, flat or coiled, being a product of not more than 12 inches in width and not less than ⅛ inch in thickness, with a cross-section in the shape of a rectangle or with two parallel and equal sides and two other equal sides; rod, being a product of solid cross-section in the shape of circles, segments of circles, ovals, triangles, pentagons, hexagons or octagons; angle, H, T, I, U, channel and other shapes and sections except tubular: in the length, with a plain, chequered, ribbed or similar patterned surface, whether or not coated with non-metallic substances or metals other than precious metals, or treated or worked to improve the appearance, finish or properties of the metal, not being perforated or otherwise worked:				
	(i) Uncoated or rough coated to prevent rust, and of a free-on-board value not exceeding £40 per ton of 2,000 pounds:				
	(A) Rod, including indented or deformed rod, with a circular cross-section and a diameter of not less than ⅜ inch and not more than 4 inches *ad val.*	17½%	12½%	7½%	7½%
	(B) Bar, of rectangular cross-section other than square, of a thickness of not less than ⅜ inch and not more than 1 inch, in widths of not less than ½ inch and not more than 12 inches, but not including bar with a chequered or similar patterned surface *ad val.*	17½%	12½%	7½%	7½%
	(C) Bar, square, with a cross-section of not less than ½ inch by ½ inch and not more than 1¼ inches by 1¼ inches *ad val.*	17½%	12½%	7½%	7½%
	(D) Channel, of a flange size of not less than 1½ inches and not more than 3 inches and a web size of not less than 3 inches and not more than 6 inches *ad val.*	17½%	12½%	7½%	7½%
	(E) Angles, equal, of flange sizes of not less than 1 inch and not more than 4 inches, and of a thickness of not less than ·104 inches and not more than ½ inch *ad val.*	17½%	12½%	7½%	7½%
	(F) Angles, unequal, of flange sizes, of not less than 2 inches by 3 inches, and not more than 3 inches by 4 inches, and of a thickness of not less than ½ inch and not more than ⅝ inch *ad val.*	17½%	12½%	7½%	7½%
	(G) Z section, of a perpendicular of not less than 1 inch and not more than 1½ inches, and a flange size of not less than ⅝ inch and not more than 1½ inches and of a thickness of not more than ⅝ inch *ad val.*	17½%	12½%	7½%	7½%
	(ii) Other, but not including lacquered or lithographed tinplate, terneplate or blackplate *ad val.*	10%	5%	Free	Free
285	By the repeal of sub-item (2) and by the substitution therefor of the following sub-item:				
	(2) Paper or cardboard cups, jars and discs: plain or printed *ad val.*	20%	10%	5%	5%

(*Continued in next column*)

REPUBLIC OF SOUTH AFRICA

New Copyright Bill

A COPY of the Copyright Bill which is before the South African Parliament has been received and may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, London, W.C.2.

NIGERIA

Customs Tariff Changes

THE FIRST, Second and Third Schedules to the Nigerian Customs Tariff (see *Board of Trade Journal* of April 13, 1962, pages 824/5) are amended by The Customs Tariff (Duties and Exemptions) Order, 1963, effective from April 3, 1963. The amendments are as follows:

First Schedule — Import Duties

Item No.	Goods	Rate of Duty
4	Apparel:	
	(3) Footwear other than gaiters, leggings, puttees and spats	the pair 3s. 6d. or *ad val.* 33⅓% whichever is the higher
41	Oils:	
	(1) Gas or diesel oils suitable for use in internal combustion engines:	
	Substitute (a) by the following:	
	(a) For use by the Nigerian Coal Corporation, the Nigerian Railway Corporation, the Electricity Corporation of Nigeria, the Nigerian Electricity Supply Co. Ltd., or the Nigerian Ports Authority, other than in road vehicles	the gallon 2d.
45	Piece-goods:	
	The existing 1 (d) becomes 1 (e): insert new sub-item 1 (d) as follows:	
	(1) (d) Unbleached grey baft imported for use exclusively for the production of printed cotton fabric by a manufacturer approved in that behalf by the Minister	the square yard 1s. 8d.
	(e) Other	the square yard 1s. 4d. or *ad val.* 33⅓% whichever is the higher

(*Continued on page* 917)

Expert aid for **EXPORT** trade

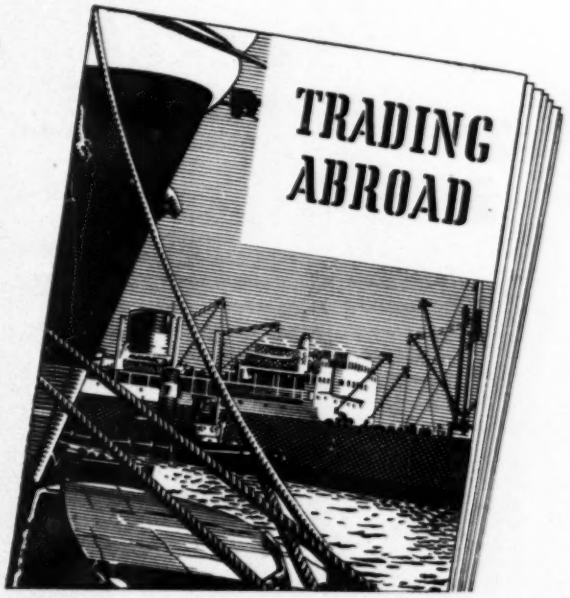
The entire organization of the Midland Bank is available to give the fullest co-operation in the Government's drive for further exports. At the Overseas Branch in London the **FOREIGN TRADE PROMOTION DEPARTMENT** is equipped to give practical assistance to businessmen making new efforts to extend their export trade.

Some of the services which the Department is happy to provide are:

1. Information on markets and conditions of trading in countries overseas;
2. Advice on methods of payment, foreign exchange, credit insurance, etc.;
3. Obtaining the names of buyers or agents abroad interested in British exports;
4. Personal visits to manufacturers and traders for discussions on export trade problems.

In addition the Bank has its own team of specialists to assist British businessmen on questions arising from the Common Market and the European Free Trade Association.

A booklet called **TRADING ABROAD** deals with many of the problems confronting those engaged in foreign trade. These services are not confined to customers, and are readily available through any of the many branches of the Bank throughout England and Wales.



Midland Bank

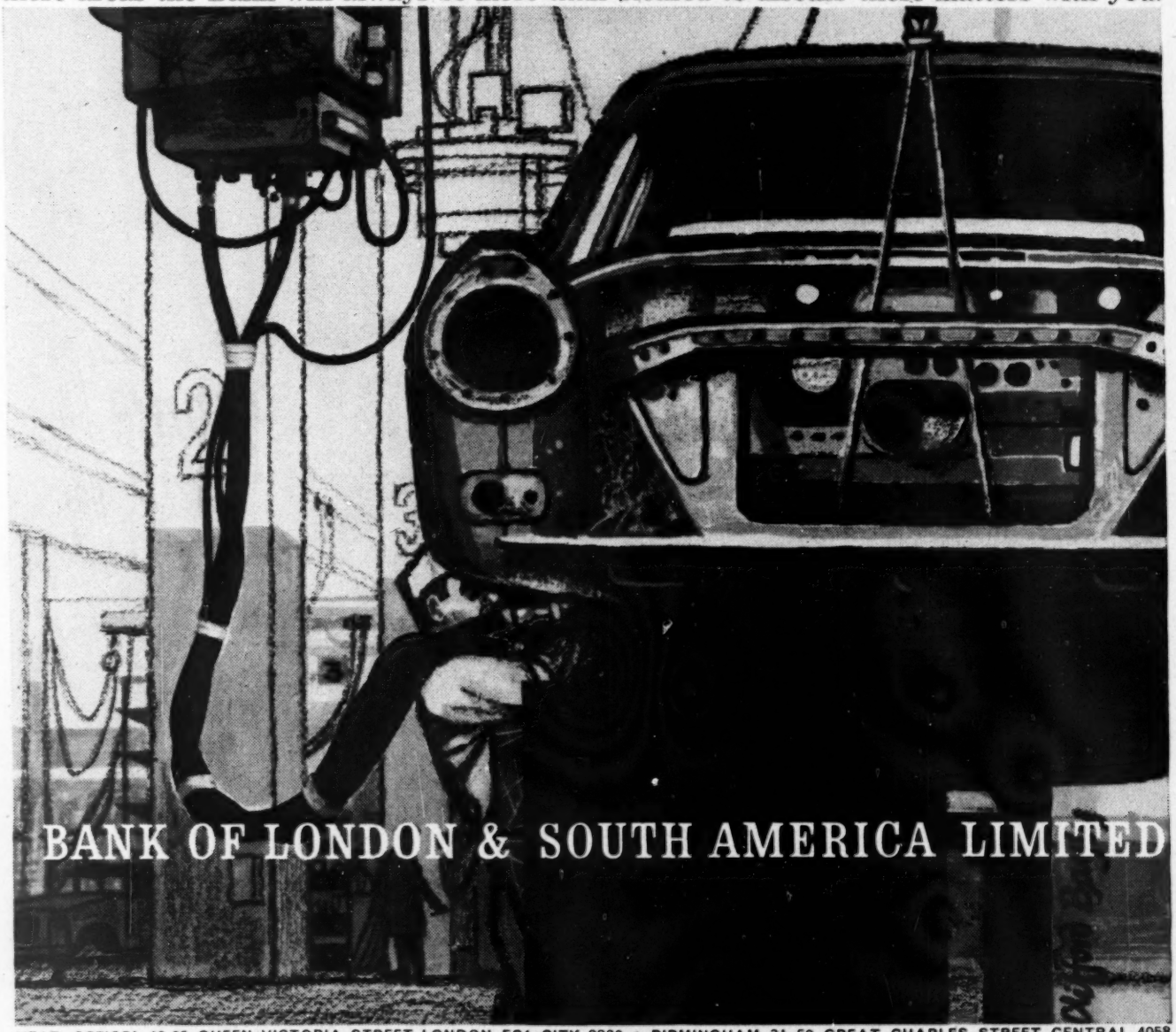
Head Office: Poultry, London, E.C.2

OVERSEAS BRANCH: 60, GRACECHURCH STREET, LONDON, E.C.3

2,380 Branches in England and Wales

BIG THINGS ARE HAPPENING IN SOUTH AMERICA

The economic face of South America is continually changing. New, ambitious development schemes are being planned and carried through; the process of industrialisation is rapid. In all this, foreign capital is assisting, and there are many excellent opportunities for engineering contractors and manufacturers of capital goods. In nearly every republic of Central and South America and the Caribbean there are branches of the Bank of London and South America and its associates, the Bank of London and Montreal and Balfour, Williamson & Co. If you are interested in export opportunities, or have export problems in these areas the Bank will always be more than pleased to discuss these matters with you.



HEAD OFFICE: 40-66 QUEEN VICTORIA STREET LONDON EC4 CITY 9822 • BIRMINGHAM 3: 50 GREAT CHARLES STREET CENTRAL 4058 BRADFORD: 55 WELL STREET BRADFORD 25693 • MANCHESTER: 36 CHARLOTTE STREET CENTRAL 3135 • GLASGOW C1: 54 WEST NILE STREET CITY 5393 • REPRESENTED THROUGHOUT LATIN AMERICA PORTUGAL AND SPAIN • BRANCHES IN NEW YORK PARIS AND ZURICH

Nigeria (*Continued*)

Item No.	Goods	Rate of Duty
46	Provisions:	
	Substitute (1) by the following:	
	(1) Biscuits and bakery products:	
	(a) Biscuits . . . . . *ad val.*	50%
	(b) Other bakery products . . . . . *ad val.*	33⅓%
	Substitute (12) by the following:	
	(12) Meat, including poultry and game, fresh or preserved in any way . . . . . *ad val.*	50%
47	Road motor vehicles:	
	(1) Passenger cars, including station wagons and estate cars, but not including pick-ups, vehicles with fitted seats for more than ten vehicles excluding the driver, or four-wheel drive vehicles:	
	(a) Engine capacity not exceeding 1,200 c.c. *ad val.*	25%
	(b) Exceeding 1,200 and not exceeding 1,750 c.c. *ad val.*	33⅓%
	(c) Exceeding 1,750 c.c. and not exceeding 2,750 c.c. *ad val.*	50%
	(d) Exceeding 2,750 c.c. and not exceeding 3,500 c.c. *ad val.*	66⅔%
	(e) Exceeding 3,500 c.c. . . . . *ad val.*	75%
	(2) Motor buses and coaches with fitted seats for 20 or more passengers, if imported . . . . . *ad val.*	5%
	(a) Assembled; or	
	(b) Unassembled for assembly by a manufacturer approved in that behalf by the Minister.	
	(3) Other road motor vehicles, including motor bicycles and motorized bicycles . . . . . *ad val.*	25%
	(4) Parts for road vehicles not in this schedule particularly charged with some different rate of duty . . *ad val.*	25%
	For the purposes of this item, parts imported for assembly into new vehicles mentioned in (1) and (3) above shall be assessed for duty at the rate appropriate to the complete vehicle.	
59	Travelling trunks, travel bags, handbags, portmanteaux, purses, suitcases and wallets of all materials:	
	(1) If imported nested . . . . . each article	4s. 0d.
	or *ad val.* whichever is the higher	33⅓%
	(2) Other . . . . . *ad val.*	33⅓%

Second Schedule — Exemptions

New Items:

21 A Ferro alloys of manganese and silicon in primary forms.

27 A Fluorspar, crude.

36 Machinery, etc.:
Amend sub-item (j) as follows:
(j) For water supply, sewerage, drainage or irrigation the following only: Pumps, rams, and lifting gates and hoists.

67 A Substitute the following:
67 A Tyres and tubes with a cross-section of 12 inches or more, designed to fit wheel rims having a nominal measurement at the tyre seat of 20 inches or more, if in earthmover or grader patterns and so invoiced.

72 Substitute the following:
72 Goods imported by Catholic Relief Services where the Minister of Finance is satisfied that either:
(a) Adequate arrangements have been made for their distribution free of charge within Nigeria to the poor and needy: or
(b) They are imported for the official use of the Programme Director for Nigeria of Catholic Relief Services.

73 New item:
73 Goods imported by the Church World Service where the Minister of Finance is satisfied either:
(a) Adequate arrangements have been made for their distribution free of charge within Nigeria to the poor and needy; or
(b) They are imported for the official use of the Nigerian Representative of the Church World Service.

Third Schedule — Export Duties

Delete item 19: This removes the export duty on tin and tin ore.

UNITED STATES

Excise Tax on Coal

A UNITED STATES Treasury Decision (T.D. 55846) states that coal, coke made from coal, and coal or coke briquettes which are (i) imported into the United States from Belgium, Canada, Japan, Mexico, Netherlands, West Germany and Yugoslavia or (ii) produced in Britain or New Zealand and imported directly or indirectly therefrom will not be subject to the tax of 10 cents per 100 pounds prescribed in Section 4531 of the Internal Revenue Code of 1954, if entered for consumption or withdrawn from warehouse for consumption during the period from January 1 to December 31, 1963, inclusive.

Information about the taxable status of imports from other countries may be obtained from the United States Bureau of Customs.

CHILE

Reduced Tax on Polyamide Resins

BY DECREE No. 713 of the Chilean Ministry of Finance, dated March 30, the *ad valorem* import tax on synthetic polyamide resins was reduced to 30 per cent., valid until December 30, 1963.

MEXICO

Import Licensing

BY DECREES published in the Mexican *Diario Oficial* on, and effective from, the dates stated the following goods were made subject to prior import licence:

Published on February 26, 1963.

Tariff No.	Description
500.30.14	Phosphorous trisulphide.
544.03.03	Oxyacetaline products derived from ethylene oxide and propylene condensations with (alkalies) greasy phenols and alcohols, such as detergents, emulsifiers, and non-ions, penetrants and softeners.
593.02.13	Sodium bichromate or sodium chromate suspended in water, when it contains more than 7 per cent. of impurities constituted principally by a silex, terreous chloride or sulphate alkalines, in auto-tank or car-tank.
593.06.00	Ammonium ozabenzole.
593.06.01	Benzidine.
593.06.02	Dianisidine.
593.06.03	Methaphenylsdiamine.
593.06.04	Methatoluenediamine.
593.06.05	Para aminoacetilanide.
593.06.06	Para nitroaniline.
593.06.07	Tolidine.
593.06.08	H Acid (amino naphtol sodium sulphonate).
593.06.09	Gamma Acid (sulphonic amino naphtol).
593.06.10	Chicago Acid (amino naphtol sulphonate).
593.06.11	G. Acid (naphtol) (potassium sulphonate).
593.06.12	J Acid Urea (6 acid, ureilene, sulphonic naphtol).
593.06.13	Amino, naphtalene, sodium sulfonate.
715.01.36	Machines or apparatus of any system, which are annexed to those verified in the stretching in the textile industry, to avoid the formation of double threading, ruptures, by the aspiration of fibre particles, threads or waste.
741.08.10	Iron or steel cylinders or rollers smelted or empty, when their weight is of 3,500 kilograms.
880.06.05	Mechanic or electric taximetres and their identifiable parts according to the catalogue.
886.00.99	Standing or hanging clocks, of all sorts, n.s.m.
886.01.00	Cases of any material, for standing or hanging clocks.
886.02.00	Assembled movements and partly assembled parts thereof, that is, those formed of two or more pieces driven by the gears and axles on which they turn, of all sorts, for standing or hanging clocks.
886.03.00	Identifiable parts of cases of any material, for standing or hanging clocks.
886.03.01	Separate plates of all sorts, for standing or hanging clocks movements, as such being regarded those weighing more than 15 grams each.
886.03.02	Spring-drums and parts thereof, of all sorts, for standing and hanging clock movements, as such being regarded those weighing more than 8 grams each.
886.03.99	Separate parts of all sorts, for standing or hanging clock movements, as such being regarded those weighing more than 3 grams each, n.s.m.

Published on March 5, 1963.

501.11.12	Paradichlorobenzene.

Published on March 26, 1963.

593.00.01	Compounds with a basis of tar or asphalt, whether or not containing solvents or asbestos, provided that they do not contain drying oils, dyestuffs or rubber, except those falling within item No. 593.00.16.
593.00.16	Insulating compounds based on asphalt and used in electrical equipment, containing more than 90 per cent. of fixed matter at a temperature of 100°C. and more than 5 per cent. of ash.
640.03.01	Thread of animal fibres other than silk.
640.06.00	Yarn of artificial fibres mixed with vegetable fibre in any proportion.
640.06.02	Yarn of artificial fibres mixed with other fibres in any proportion, except silk.

The restrictions on goods under heading 593.00.01 and 593.00.16 includes the Free Zones and Perimeters of Mexico.

Food Machinery

In the caption to the photograph on page 851 of last week's *Board of Trade Journal*, 'Food *Machines* Association' should read 'Food Machinery Association'.

PERU

English Translations of Copyright Legislation

ENGLISH translations are now available of the Peruvian Copyright Law No. 13714 of September 1, 1961, and of the Copyright Regulations of October 18, 1962. The translations may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, London, W.C.2.

ARGENTINA

Import of Used Machinery

THE *Board of Trade Journal* of September 2, 1960 (page 544) reported Argentine Decree No. 8626 of July 29, 1960, which provided for the surcharge-free import of used machinery in good condition. The application of that decree has now been suspended until December 31, 1963.

BRAZIL

Fiscal Dollar Rate

THE BRAZILIAN Fiscal Dollar rate, used for the calculation of *ad valorem* customs duties will be 473·83 Cruzeiros to the United States dollar during the month of April. For previous information see *Board of Trade Journal* of February 22, page 483.

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES, viz.: Methyl bromide in one pound containers or other retail packs put up for use as a fumigant, otherwise classifiable under Tariff Item 269 (B)	269 (B)	10% *ad val.* Primage duty 5% *ad val.*
SOLVENTS for use in the removal of grease or fatty matter from wool, textiles, leather or tanned and untanned skins, under security	94 (B)	10% *ad val.*

Decisions on Tariff Classification

The Australian Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

CAKE, OIL, AND OTHER RESIDUES (except dregs) resulting from the extraction of vegetable oils. NOTE: The scope of Item 68 extends to soya bean powder grits, flour or meal which has been subsequently treated to remove the natural bitter flavour or the solvent residue.	68	Free
ELECTRICAL APPLIANCES AND MATERIALS, viz.: Capacitors, fixed or variable: Electrolytic, including multiple units: Variable or adjustable: Midget, of 0·0001 microfarad capacity or less	181 (H) (2) (a)	9d. each or 27½% *ad val.* whichever rate returns the higher duty.
Of capacities exceeding 0·0001 microfarad and not exceeding 0·001 microfarad, including such capacitors when ganged provided at least one capacitor in the gang is of capacity exceeding 0·0001 microfarad and not exceeding 0·001 microfarad	181 (H) (2) (b)	1s. 1½d. per capacitor in the unit or gang or 27½% *ad val.* whichever rate returns the higher duty.

(*Continued in next column*)

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ESSENCES: Angostura bitters	9	17½% *ad val.* with an additional duty as follows: When containing not more than 10% of proof spirit: 2s. 6d. per gallon, and, for every additional 10% or fraction thereof of proof spirit: 2s. 6d. per gallon. Primage duty 5% *ad val.*
HOLDERS: File, for chain saw sharpener	208 (A) (2)	27½% *ad val.*
LUBRICATORS: Rail and flange track lubricators	208 (A) (2)	27½% *ad val.*
MARBLES: Toy marbles (e.g., veined glass marbles put up in any form, or glass balls of any kind put up in packets for the amusement of children)	310 (B)	17½% *ad val.*
PAINTS, COLOURS AND VARNISHES, ETC.: Sizes liquid. NOTE: For the purposes of Item 232 (A) the term 'Liquid Sizes' does not include the following, regardless of how packed: (a) A single chemical dissolved in water, *or* (b) A single chemical in a solvent other than water provided that the solvent is necessary for its preservation or transport, *or* (c) Artificial resins in solution in water or other solvent or in simple emulsion form.	232 (A)	2s. per gallon or 17½% *ad val.* whichever rate returns the higher duty. Primage duty 5% *ad val.*
SHARPENERS: Chain saw	208 (A) (2)	27½% *ad val.*
SMOKING REQUISITES: Pipe bowls (see Parts Order No. 41 below)	413 (B)	20% *ad val.*

NOTE: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

Parts Orders

THE REVISED Parts Order No. 1, published in the *Board of Trade Journal* of October 6, 1961 (page 753), is amended as follows:

Parts Order No. 41

1. This Order may be cited as Parts Order No. 41.
2. This Order shall take effect from March 28, 1963.
3. The First, Second and Third Columns of the Table to paragraph 5 of Parts Order No. 1 are further amended as follows:

First Column (Goods)	Second Column (Proportion)	Third Column (Parts)
By adding: Pipes, smoking, covered by Item 413 (B)	..	All.

Parts Order No. 43

This Order may be cited as Parts Order No. 43.

2. This Order shall take effect from March 29, 1963.
3. The First, Second and Third Columns of the Table to paragraph 5 of Parts Order No. 1 are further amended as follows:

First Column (Goods)	Second Column (Proportion)	Third Column (Parts)
By deleting: Capacitors, electrolytic	*Pro rata*	Parts not being excluded parts.

Export Opportunities for U.K. Traders

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the *Board of Trade Journal* under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the *Export Service Bulletin*, which is published three times a week, with a weekly supplement, by the Export Services Branch of the Board of Trade.

FEDERATION OF MALAYA

Customs Tariff Amended

THE BOARD OF TRADE have received copies of the Federation of Malaya Customs Duties (Amendment) (No. 2 and 3) Orders, 1963, which amend the First Schedule to the Customs Duties Order, 1961, by substituting for item No. 053 505 two new items, 053 505-1 and 053 505-2, and amending the other items listed below to read as follows:

Code No.	Description	Import Duty	
		Full	Preferential
	Fruit and vegetable juices, except tomato and pineapple, unfermented, whether or not containing added sugar and synthetic flavouring as under:		
053 505-1	requiring dilution of one part of fruit or vegetable juice to 12 parts, or less, of water or other liquids before use, and imported in retail packings for individual consumption	20%	20%
053 505-2	fruit cordials, fruit syrups, rose syrup and the like	20%	20%
062 021	Flavoured or coloured syrups, and molasses excluding articles falling within item 053 505-1 and 053 505-2	$28 per cwt.	$28 per cwt.
674 801	Galvanized iron or steel sheets	3 cts. per sq. ft.	3 cts. per sq. ft.

Pioneer Industries Ordinance, 1958

THE GOVERNMENT of the Federation of Malaya has announced that the following industry and products have been declared a Pioneer Industry and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Products
Marble polishing	(i) Polished marble slabs – flooring and wall cladding. (ii) Polished marble structural elements, columns, capital, pediments, beams and blocks for solid walls.

The proposal to designate these products was announced in the *Board of Trade Journal* of February 15, 1963 (page 436).

All inquiries regarding this notice should be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317) quoting reference C.R.E. 1236/4/G.

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government have declared the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
(A) Chemicals	(i) Ground rock phosphates. (ii) Super phosphates of all kinds. (iii) Ammonium sulphate. (iv) Phosphoric acid. (v) Ammonium phosphates (mono-, di-, and tri-phosphates). (vi) Dicalcium phosphate.
(B) Continuous roll forming from coil of steel roofing, walling and flooring materials	Roll formed steel roof and wall cladding and floor decking.

A preliminary notice of the intention of the Singapore Government to designate (A) appeared in the *Board of Trade Journal* of February 22, 1963, page 491. A similar notice about (B) appeared in the *Board of Trade Journal* of March 8, 1963.

Further inquiries about the Pioneer Industries Legislation may be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317) quoting reference C.R.E. 6197/2/G.

Visits Overseas by U.K. Businessmen

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

MISCELLANEOUS ADVERTISEMENTS

5/- per line, minimum 25/- payable in advance

Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of runners and regrooved tyres and new remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

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OFFERS WANTED FOR, 1,000 tons of Railway Lines (75lb.) in full lengths, and 100 complete Romney hut frames, Reply to Box No. S5657, *Board of Trade Journal*, Room D.84, Atlantic House, Holborn Viaduct, E.C.1.

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These announcements are restricted to firms and companie on the lists of Contractors to H.M. Government Departments.

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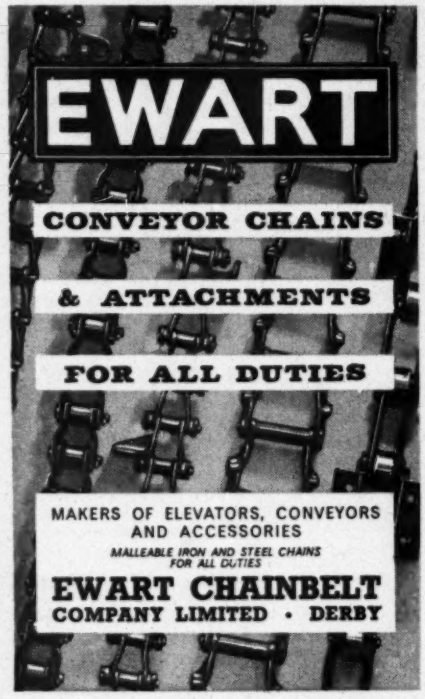

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CUSTOMS NOTICES OF INTEREST TO EXPORTERS

THE FOLLOWING Public Notices issued by H.M. Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London E.C.3.

GENERAL

Notice No.	
106	Temporary exportations of samples by British commercial travellers.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Re-imported goods; relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
427	Declaration of value on Customs export documents.
77E	Purchase Tax – Exports.
49	Temporary importations: International Co-operation.
215	Relief from Customs Duty and Purchase Tax on importation of goods intended for export which are not otherwise eligible for relief.
S.N.6	Notice to Passengers (Exchange Control and Export Licensing).
	*Notices to Exporters – Exchange Control (issued by H.M. Treasury).

DRAWBACK

218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
†7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
†276	Drawback on roasted coffee, roasted chicory or mixtures of roasted coffee and roasted chicory.
172	Drawback on hydrocarbon oils.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
†56	Drawback on British manufactured saccharin and saccharin goods.
220	Drawback on silk and man-made fibres.
†48	Drawback on sugar, and on composite articles containing sugar, cocoa, etc.
†130 & †130A	Sugar Act 1956. Surcharge repayment on sugar and molasses. (These Notices should be read in conjunction with Notice No. 48.)
†131	Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
†212	Drawback on blended tea.

* Also obtainable from any Bank.

† The Finance Act, 1962, provides for the making of a Treasury Order affecting drawback of the duty on goods described in this Notice. Exporters concerned with these goods are accordingly advised to consult their local Officer of Customs and Excise as necessary.

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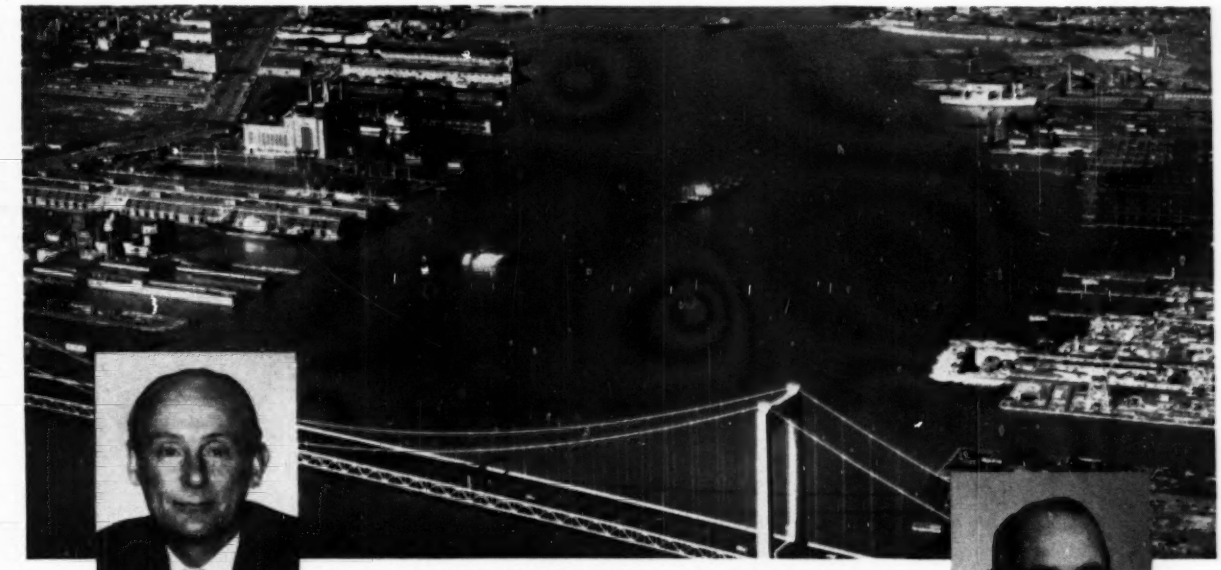

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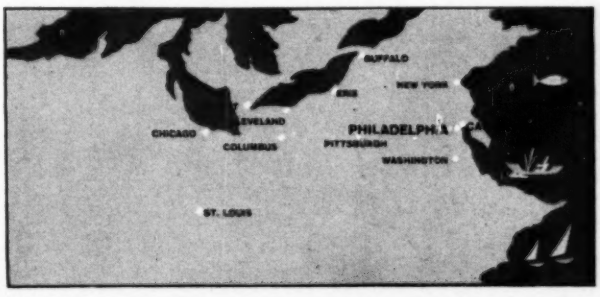

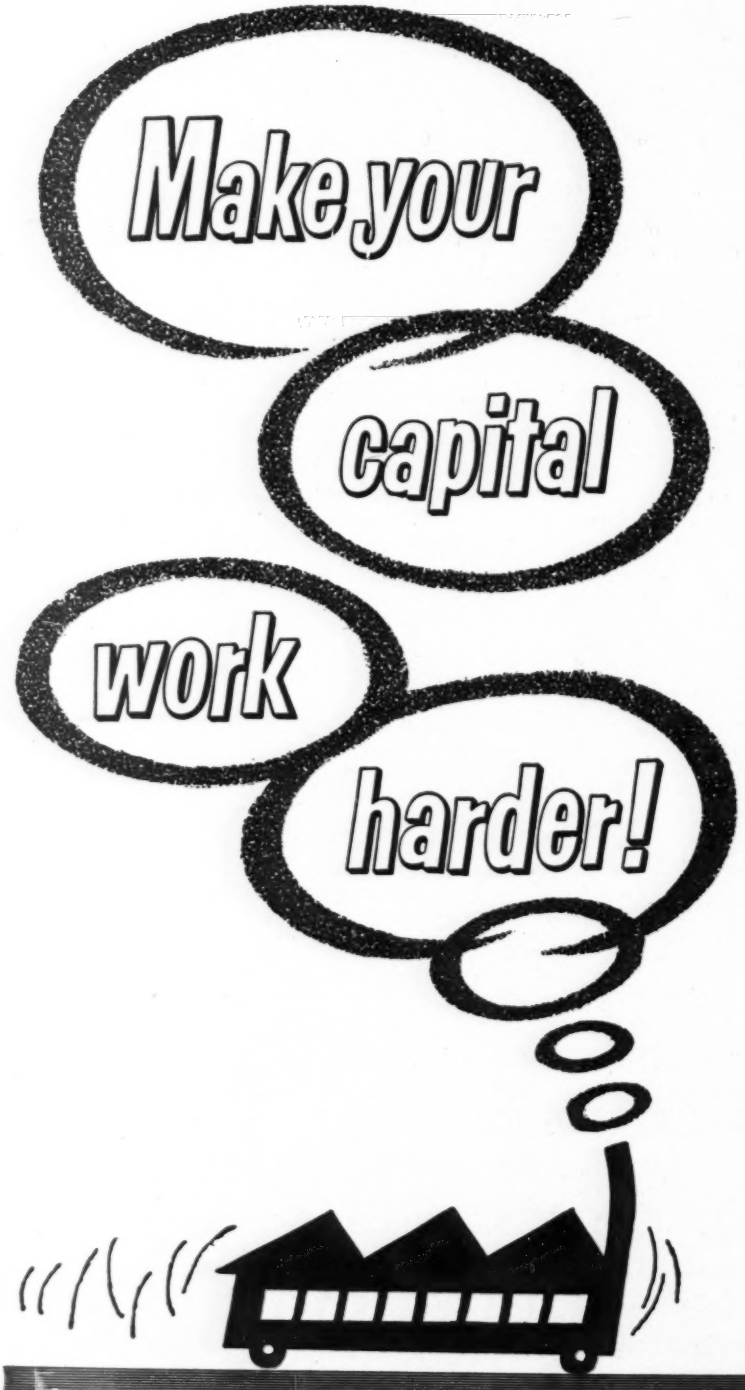

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